DOCUMENT RESUME

ED 194 422 SO 012 946

| | |
|---|---|
| TITLE | Doing Business with China. |
| INSTITUTION | Department of Commerce, Washington, D.C. Industry and Trade Administration. |
| PUB DATE | Feb 79 |
| NOTE | 48p.: Pages 4-5 and the Appendices may not reproduce clearly from EDRS in paper copy or microfiche due to small print and fading ink throughout original document. |
| AVAILABLE FROM | Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402 (Stock Number 003-009-00316-4, $1.80). |
| EDRS PRICE | MF01/PC02 Plus Postage. |
| DESCRIPTORS | *Business: Exports: Foreign Countries: *Marketing: Merchandise Information: Merchants: Travel |
| IDENTIFIERS | *China: International Trade |

ABSTRACT

This publication provides background and practical information for those interested in doing business with China. The United States officially recognized the People's Republic of China (PRC) on January 1, 1979. Chinese leaders view international trade as an important factor in transforming China into a modern industrial state as well as an instrument to foster the overall political and economic goals of making China a strong unified nation capable of exercising leadership in Asia and the world. China now has trading relations with more than 150 countries. Prior to approaching the Chinese foreign trade corporations (FTCs), many firms may want to assess the potential PRC market for their goods and services. Various groups in the United States attempt to survey Chinese industries and to assess the potential for American goods and services. Some of these may be found as sectoral reports in the "China Business Review" published by the National Council for United States-China Trade. The Commerce Department also has an ongoing effort to develop further market information. The publication lists Chinese FTCs describing the commodities handled by each. Specific steps for establishing contact with FTCs are discussed. The document then goes on to describe other trade related entities of the People's Republic of China. In China, end-users play a major role in deciding what commodities are to be procured. One excellent way to contact end-users in an attempt to influence their decisions is by exhibiting equipment where engineers and other representatives of consuming entities have an opportunity to observe and ask questions. Various Chinese fairs are described. Other topics discussed in the publication include currency, shipping and insurance, United States regulations governing trade with the PRC, trademarks, inventions and copyrights, and travel to China. United States domestic exports and imports are listed in the appendices. (Author/RM)

**********
* Reproductions supplied by EDRS are the best that can be made *
* from the original document. *
**********

ED194422

U.S. DEPARTMENT OF HEALTH,
EDUCATION & WELFARE
NATIONAL INSTITUTE OF
EDUCATION

THIS DOCUMENT HAS BEEN REPRODUCED EXACTLY AS RECEIVED FROM THE PERSON OR ORGANIZATION ORIGINATING IT. POINTS OF VIEW OR OPINIONS STATED DO NOT NECESSARILY REPRESENT OFFICIAL NATIONAL INSTITUTE OF EDUCATION POSITION OR POLICY

# DOING BUSINESS WITH CHINA

SP 012 946

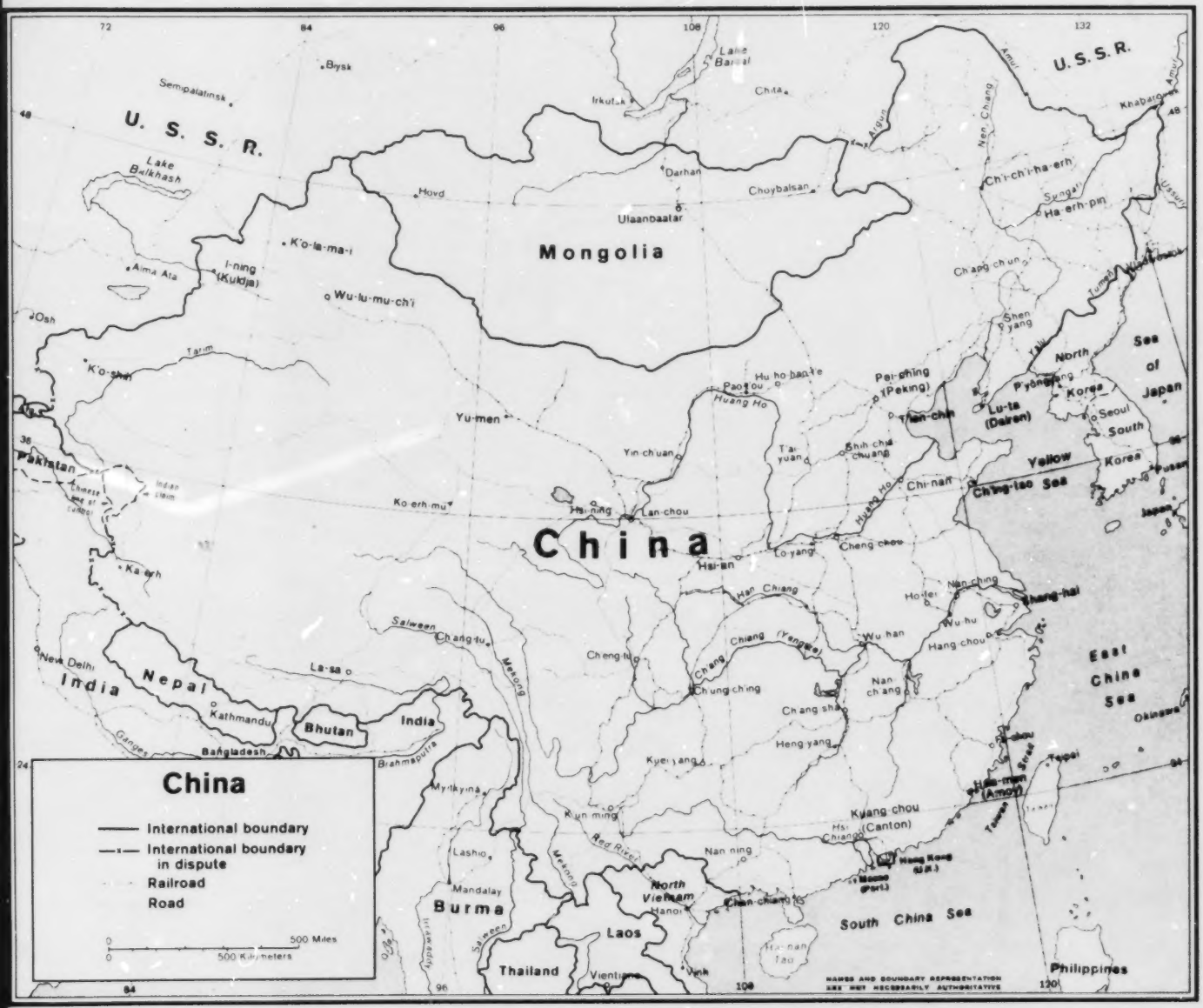
U.S. DEPARTMENT OF COMMERCE
Industry and Trade Administration

February 1979

OCT 1 4 1980

## Contents


| | Page |
|---|---|
| Introduction<br>U.S. Policy — PRC Foreign Trade Policy | 1 |
| Approaching the Market<br>Researching the Market — Foreign Trade Corporations — Establishing Contact — The U.S. and Chinese Embassies — The National Council for U.S.-China Trade — Other PRC Trade-Related Entities — The Guangzhou Trade Fair — Other Fairs and Exhibitions | 2 |
| Contract Negotiations | 13 |
| Arbitration | 14 |
| Currency | 14 |
| Payments | 15 |
| Shipping and Insurance | 15 |
| U.S. Regulations Governing Trade with the PRC<br>Imports — Exports — Financial Restrictions and Assistance | 16 |
| PRC Tariffs | 17 |
| Trademarks, Inventions, and Copyrights | 18 |
| Going to the PRC<br>Travel — Visas — Health — Currency Regulations — Personal and Prohibited Items | 19 |
| Visiting in the PRC<br>Travel Facilities — Accommodations — Restaurants — Sightseeing and Entertainment — Social Customs — Photography — Dress — Climate — Language — Time — Public Holidays — Hours of Business — Weights and Measures — Electricity — Communication Facilities — Mail Service — Emergency Contact of Visitors — Exit Procedures | 20 |
| Bibliography<br>Books — Periodicals | 23 |
| Appendix 1—U.S. Domestic Exports to China: January–November 1978 | 26 |
| Appendix 2—U.S. General Imports from China: January–November 1978 | 33 |
| Appendix 3—Commodities for Export and Import | 41 |
| Appendix 4—Beijing Addresses and Telephone Numbers | 42 |
| Market Profile | 44 |


China
International boundary
International boundary in dispute
Railroad
Road
500 Miles
500 Kilometers
U. S. S. R.
Mongolia
China
India
Nepal
Bhutan
Burma
Laos
Thailand
Pakistan
North Vietnam
South China Sea
East China Sea
Yellow Sea
Sea of Japan
Philippines
Taiwan
Taiwan Strait
Hong Kong (U.K.)
Macao (Port.)
Lake Baikal
Lake Balkhash
Huang Ho
Yangtze (Yangtse)
Mekong
Salween
Brahmaputra
Ganges
Red River
Amur
Ussuri
Sungari
Yalu
Tumen
Taiwan
Ulaanbaatar
Darhan
Choybalsan
Hovd
Wu-lu-mu-ch'i
K'o-la-ma-i
Aima Ata
Semipalatinsk
Irkutsk
Chita
Khabarovsk
Harbin
Changchun
Shenyang
Pyongyang
Seoul
Pusan
Peking
Tientsin
Lu-ta (Dairen)
Tsingtao
Shanghai
Nanking
Hankow
Wuhu
Hangchow
Wuhan
Chengchow
Loyang
Hsian
Lanchow
Yinchuan
Paotou
Taiyuan
Shihchiachuang
Yumen
Koerhmu
Kaerh
Tarim
Lhasa
Kathmandu
New Delhi
Bangladesh
Calcutta
Rangoon
Mandalay
Myitkyina
Kunming
Kweiyang
Changsha
Hengyang
Chungching
Chengtu
Nanchang
Foochow
Amoy
Swatow
Kwangchow (Canton)
Nanning
Haiphong
Hanoi
Vientiane
Vinh
Hainan Tao
Okinawa
Kobe
Osaka
Nagoya
Tokyo
Yokohama
Sendai
Hokkaido
Honshu
Kyushu
Shikoku
Japan
Korea
North Korea
South Korea
Pyongyang
Seoul
Pusan

## Introduction

### *U.S. Policy*

The United States officially recognized the People's Republic of China (PRC) on January 1, 1979. The status of the U.S. Liaison Office in Beijing (Peking) and the PRC Liaison Office in Washington is to be raised to that of an embassy on March 1, 1979.

This action by the two countries was the culmination of an effort set in motion by President Nixon's trip to China in February 1972. The Shanghai Communique issued on February 28, 1972, signified a dramatic shift in Sino-American affairs, ending the near absence of relations with the Mainland that dated back to before the Korean War. As a result, liaison offices were opened in the respective capitals in May 1973, the National Council for U.S.-China Trade was formed, and trade between the United States and China began to expand. It is the policy of the U.S. Government to promote trade in nonstrategic goods with the PRC.

Although trade in 1978 exceeded $1 billion, unresolved trade and commercial issues continue to hamper its growth.* Neither country enjoys most-favored-nation (MFN) tariff treatment, and China does not have access to Export-Import Bank loans and guarantees and other financial programs of the U.S. Government, except for CCC (Commodity Credit Corporation) agricultural credits. The unresolved claims and assets issue inhibits or precludes direct banking relationships, direct shipping or airline connections in flag carriers, and the exchange of trade exhibitions. It is the policy of the U.S. Government to seek resolution of these and other barriers to the full development of trade and commercial relations.

### *PRC Foreign Trade Policy*

Its leaders view international trade as an important factor in transforming China into a modern industrial state, as well as an instrument to foster the overall political and economic goals of making China a strong unified nation capable of exercising leadership in Asia and the world. Import policy is directed at the acquisition of capital goods that embody the modern technology needed to develop China's industry. Trade also is used to overcome serious shortcomings and bottlenecks in domestic production.

* Appendix 1 lists U.S. domestic exports to China for January–November 1978, and Appendix 2 lists U.S. general imports from China for the same period.

**A NOTE ON PINYIN**

**On January 1, 1979, China adopted officially the "pinyin" system of writing Chinese characters in the Latin alphabet. A system of romanization invented by the Chinese, pinyin has been widely used for years in China on street signs and commercial establishment signs, as well as in elementary Chinese textbooks as an aid in learning the Chinese characters. Now pinyin is to replace the familiar Wade-Giles romanization system even in China's English language publications destined for foreign distribution. Therefore, pinyin is used throughout this report, giving the Wade-Giles romanization in parentheses after the first occurrence of each pinyin expression. Some words frequently used in this report are given below in Wade-Giles and pinyin.**

| WADE-GILES | PINYIN |
|---|---|
| Peking | Beijing |
| Kwangchow/Canton | Guangzhou |
| Tung Fang | Dong Fang |
| Erh Li Kou | Erligou |
| Hsi Chiao | Xijiao |
| Kuanghua | Guanghua |
| Mao Tse-tung | Mao Zedong |
| Teng Hsiao-ping | Deng Xiaoping |
| Hua Kuo-feng | Hua Guofeng |
| Chou En-lai | Zhou Enlai |

A prevailing theme in PRC foreign trade policy has been economic independence. Until recently, China has avoided long-term foreign credit, preferring to scale imports to the amount of foreign exchange available from export earnings. However, the goal to thoroughly modernize China by the year 2000 and the objectives of the Ten-Year Plan (1976–85) are so ambitious that China has found it necessary to rely on some foreign financing. Until recently the PRC had attempted to become self-sufficient through development of its own productive capacity; now it realizes that the industrialization program can not be successfully completed in the desired time period without a major infusion of foreign plant, equipment, and technology. Generally, the PRC seeks to avoid becoming too dependent on any one country as a source of trade.

Development of foreign trade and economic relations with most nations of the world is an important part of China's present policy to maximize the potential contribution of foreign trade to economic development. China now has trading relations with more than 150 countries. To date China has joined very few international economic or financial organizations, but Beijing's interest in arrangements that promote trade should increase as the country becomes more involved in international commerce.

## Approaching the Market

### *Researching the Market*

Prior to approaching the Chinese foreign trade corporations, many firms may want to assess the potential PRC market for their goods and services. This is a difficult process since the Chinese do not issue requests for global tenders and publish little about their plans that permit an accurate assessment of the market.

For the potential exporter, it is important to understand that the Five- and Ten-Year Plans set out general goals, while the annual plan provides more specific targets, production levels, and allocates resources needed to achieve plan objectives. Emphasis is placed on the supply of material and equipment from domestic resources and, while the long-standing policy of "self-reliance" has been modified, it is by no means dead.

When the requirements cannot be met from domestic resources, however, the foreign trade corporations in Beijing are commissioned to turn to foreign sources of supply. In 1978, for example, they probably spent about $10 billion on imports. Generally, the Chinese will allocate their scarce hard currency resources to the purchase of agricultural commodities and industrial products needed for modernization, allowing little for the import of consumer goods.

Various groups in the United States attempt to survey Chinese industries to assess the potential for American goods and services. Some of these may be found as sectoral reports in the *China Business Review* published by the National Council for U.S.-China Trade. The Commerce Department also has published studies and has an ongoing effort to develop further market information.

### *Foreign Trade Corporations*

Foreign trade is a State monopoly controlled by the Ministry of Foreign Trade. It is conducted exclusively through a network of corporations according to priorities established by the country's economic plan. The trade corporations are organized by commodities or services for which they are responsible. They have main offices in Beijing with branch offices in various industrial centers. The following is a listing of Chinese Foreign Trade Corporations (FTC), commodities handled by each, with their street, cable and telex addresses.

**China National Arts and Crafts Import and Export Corporation**
82 Dong'anmen Street
Beijing, People's Republic of China
Cable: ARTCHINA BEIJING
Telex: 22165 CNART CN BEIJING

Pottery and porcelain, drawn-work and embroidered articles, ivory carvings, jade and semiprecious stone carvings, pearls and gems, jewelry, lacquer wares, cloisonne wares, Chinese paintings and calligraphy, antiques, straw, wicker, bamboo and rattan articles, furniture, artistic handicrafts, and other handicrafts for daily use.

**China National Cereals, Oils and Foodstuffs Import and Export Corporation**
82 Dong'anmen Street
Beijing, People's Republic of China
Cable: CEROILFOOD BEIJING
Telex: 22111 CEROF CN or 22281 CEROF CN BEIJING

Cereals, edible vegetable and animal oils and fats, vegetable and animal oils and fats for industrial use, oilseeds, seeds, oil cakes, feedstuffs, salt, edible livestock and poultry, meat and meat products, eggs and egg products, fresh fruit and fruit products, aquatic and marine products, canned goods of various kinds, sugar and sweets, wines, liquors and spirits of various kinds, dairy products, vegetables and condiments, bean flour noodles, grain products, nuts and dried vegetables (some nuts, dried fruits, and vegetables also carried by Native Produce).

**China National Chemicals Import and Export Corporation**
Erligou, Xijiao
Beijing, People's Republic of China
Cable: SINOCHEM BEIJING
Telex: 22243 CHEMI CN BEIJING

Organic and inorganic chemicals, chemical raw materials, rubber, rubber tires, and other rubber products, crude petroleum and petroleum and petrochemical products (except aromatics), chemical fertilizers, insecticides, fungicides, antibiotics and pharmaceuticals, medical instruments, apparatus and supplies, dyestuffs, pigments, and paints.

**China National Light Industrial Products Import and Export Corporation**
82 Dong'anmen Street
Beijing, People's Republic of China
Cable: INDUSTRY BEIJING
Telex: 22282 LIGHT CN BEIJING

General merchandise of all kinds, paper, stationery, musical instruments, typewriters, cameras, film, radios, refrigerators, sporting goods, toys, building materials (plywood, insulation board, p.v.c. fittings and pipe, tiles, glass, sanitary ware, etc.) and electrical appliances, clocks and wristwatches, fishnets, net yarns, leather shoes, and leather products.

**China National Machinery Import and Export Corporation**
Erligou, Xijiao
Beijing, People's Republic of China
Cable: MACHIMPEX BEIJING
Telex: 22242 CMIEC BEIJING

Machine tools, presses, hammers, shears, forging machines, diesel engines, gasoline engines, steam turbines, boilers, industrial and institutional refrigeration and air conditioning equipment, mining machinery, metallurgical machinery, compressors and pumps, hoists, winches and cranes, transport equipment (aircraft, railroad, automotive, ships and parts thereof), power and hand tools, agricultural machinery and implements, printing machines, knitting and other textile machines, building machinery, machinery for the chemical, rubber, plastics and other industries, ball and roller bearings, tungsten carbide, electric machinery and equipment, telecommunication equipment, electric and electronic measuring instruments, and scientific instruments (except medical instruments).

**China National Metals and Minerals Import and Export Corporation**
Erligou, Xijiao
Beijing, People's Republic of China
Cable: MINMETALS BEIJING
Telex: 22241 MIMET CN BEIJING

Steel plates, sheets and strip, steel sections, steel pipe and tube, railway materials, cast iron products, pig iron, ferroalloys, fluorspar, limestone, nonferrous metals, precious rare metals, ferrous ores, nonferrous ores, rare earths, nonmetallic minerals, refractories, coal and coke, cement, granite, marble, bricks and other construction materials, and hardware.

**China National Native Produce and Animal By-Products Import and Export Corporation**
82 Dong'anmen Street
Beijing, People's Republic of China
Cable: CHINATU HSU BEIJING
Telex: 22233 TUSHU CN BEIJING

Tea, coffee, cocoa, tobacco and cigarettes, fibers (hemp, ramie, jute, sisal, flax, etc.), rosin, manioc, starches, and seeds, cotton linters and waste, timber, certain papers and forest products, waxes, spices, essential oils, aromatic chemicals, nuts, dried fruits and vegetables (see also CEROIL-FOOD), patent medicines and medicinal herbs, fireworks, nursery stock as well as other native produce, including bristles and brushes, horsetails, feathers, down and down products, feathers for decorative use, rabbit hair, goat hair, wool, cashmere, camel hair, casings, hides, leathers, fur mattresses, fur products, carpets, living animals.

**China National Technical Import Corporation**
Erligou, Xijiao
Beijing, People's Republic of China
Cable: TECHIMPORT BEIJING
Telex: 22244 CNTIC CN BEIJING

Importation of compiete plants and technology.

**China National Textiles Import and Export Corporation**
82 Dong'anmen Street
Beijing, People's Republic of China
Cable: CHINATEX BEIJING
Telex: 22280 CNTEX CN BEIJING

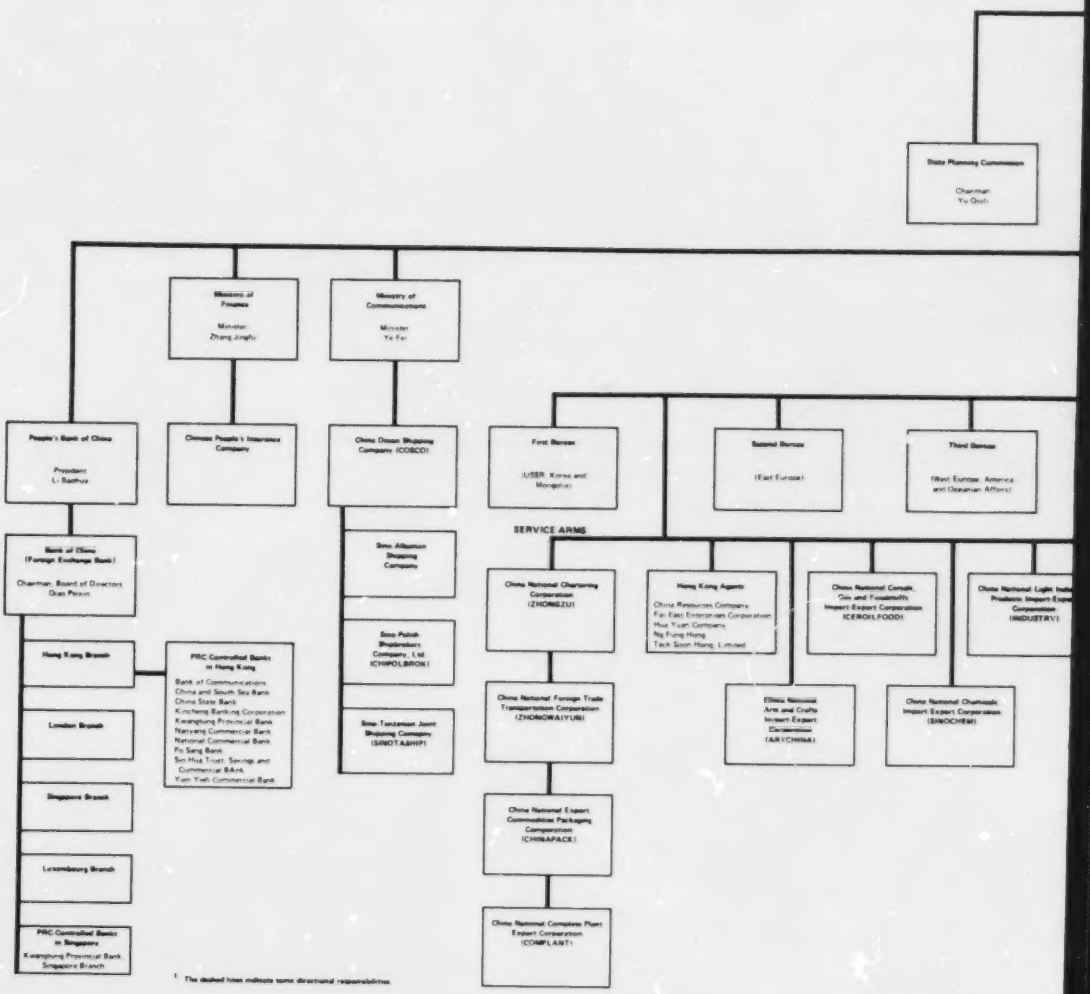
Cotton, cotton yarns, raw silk, steam filature, wool tops, rayon fibers, synthetic and manmade fibers, cotton piecegoods, woolen piecegoods, linen, garments and wearing apparel, knitted goods, cotton and woolen manufactured goods, ready-made silk articles, drawn works.

**China National Complete Plant Export Corporation**
An Ding Men Wai
Beijing, People's Republic of China
Cable: COMPLANT BEIJING

Exporters only of complete factories, works and production units, usually, but not exclusively, as part of an economic aid agreement.

BEST COPY AVAILABLE

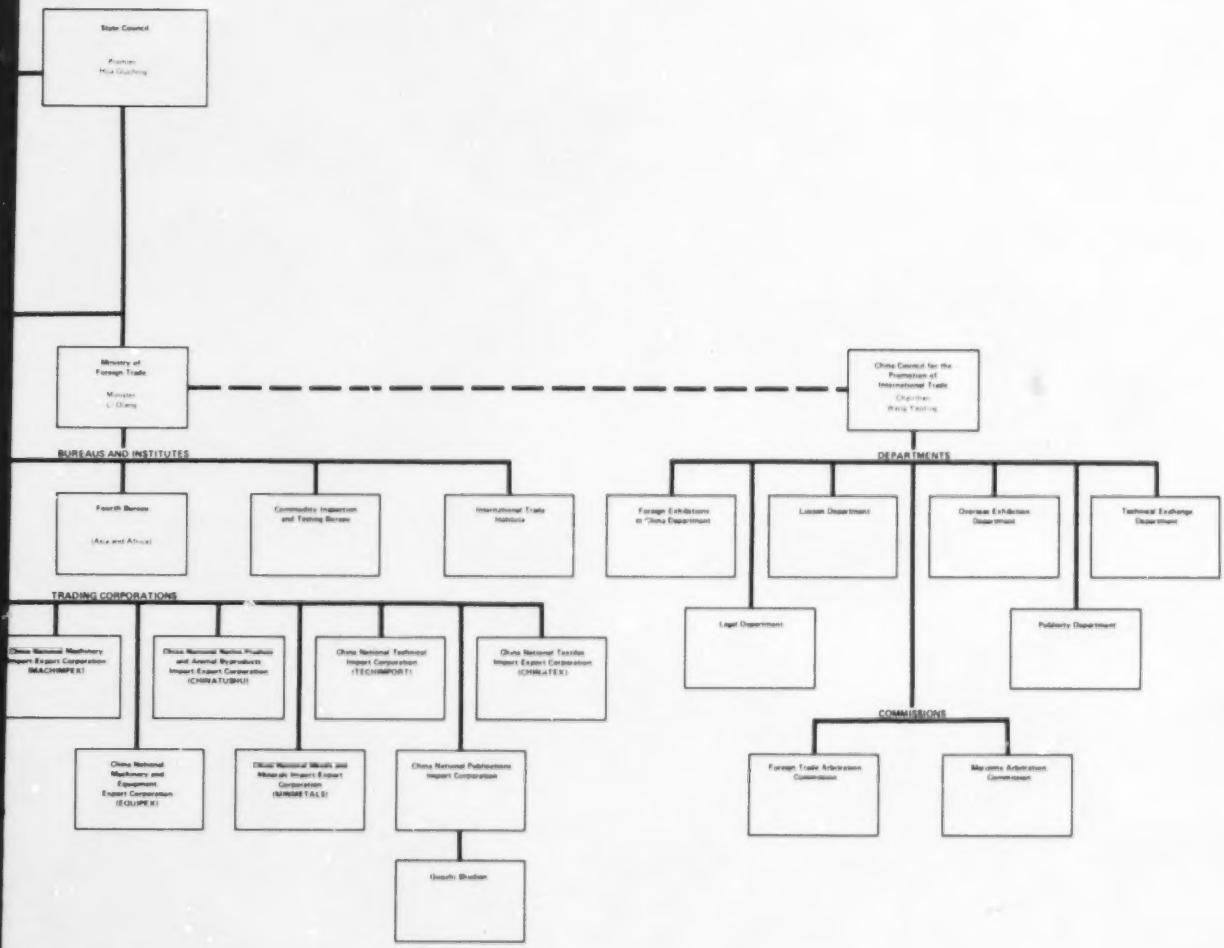
## Foreign Trade Organizations o




[1] The dashed lines indicate some directional responsibilities.

BEST COPY AVAILABLE

# ne People's Republic of China[1]




5

**China National Machinery and Equipment Export Corporation**
12 Fu Xing Men Wai Street
Beijing, People's Republic of China
Cable: EQUIPEX BEIJING

Exporters only of machine tools, forging and pressing equipment, wood-working machinery, measuring and cutting tools, heavy-duty machinery, mining machinery, machinery for petroleum and chemical industries, general utility machinery, agricultural machinery, power-generating machinery, electric generating sets, automobiles, roller bearings, hoisting and transport equipment, building machinery, printing machinery, electric motors, electric devices and equipment, electric instruments and meters, physical instruments, optical instruments, complete equipment for hydroelectric power stations, refrigerating works, ice-making machinery, wood screw machinery, rubber-making and plastic-making machinery.

***Establishing Contact***

It takes time and patience to enter the China market successfully, whether exports or imports are involved and whether a large or small firm is participating in the transaction. Prior to establishing contact, for any but the simplest purchase transactions, you should give thought to the following questions:

(1) Am I prepared to invest considerable money initially without assurance of an early return?

(2) Am I prepared to negotiate the first transaction for up to 1 year or longer?

(3) Am I prepared to obligate the necessary senior technical talent that will be needed?

(4) Am I prepared to walk away from an unpromising negotiation at any time?

(5) Am I prepared to resist granting concessionary terms to penetrate this market?

If some of your answers to these questions are negative, you may want to rethink entering this market.

Generally, the first step in establishing commercial contact, regardless of whether exports or imports are involved, is to determine which of the above FTCs has jurisdiction over the commodities of interest to you. Then you prepare a proposal and send it to Beijing. If the Chinese are interested in your sales proposal, they may request additional information or a reworking of the proposal based on specifications they provide. In some instances, they may invite you to Beijing to discuss the matter further. If you are buying Chinese goods, you would normally hope to receive an invitation to attend the Chinese Export Commodities Fair in Guangzhou (Kwangchow or Canton). You may wish to request an invitation in the proposal. Sales of some commodities, of course, are negotiated directly by mail, without the need for direct contact. In a few cases, where the Chinese need a commodity, they may contact the American firm directly.

The form of the initial proposal is important, even though the ultimate FTC decision to purchase a commodity rests on the Plan requirements of the Chinese economy. The sales proposal should clearly define the products or product lines you wish the Chinese to focus on. Too often, especially with multidivision corporations or with conglomerates, confusion is created by sending the FTC annual reports or other brochure material describing all product lines. The proposal should be straightforward and sufficiently explicit and technically comprehensive to permit an in-depth evaluation by the Chinese of the products in question. The balance of the material in the proposal, designed to acquaint the FTC with your corporation and other products, may be included, but should be clearly distinguishable from the commodities, technology, or service you hope to sell.

In selling to China, the best approach is to propose a technical exchange or seminar. The basic idea is to select some start-of-the-art developments concerning the manufacture or application of your product, technology, or service and to offer to bring a team of highly qualified technical people to Beijing to discuss them. During 1978, more than 80 American firms and several U.S. delegations held such seminars, as did many firms from Japan and Western Europe. In your proposal, care should be given to detailing the technological and cost advantages of your commodity, and details of design, manufacture, and application should be appended. It is also useful and courteous to invite the Chinese to the United States to see your plant, equipment, or technology in actual operation.

The FTC is interposed between you and the Chinese end-users, at least initially. For this

reason, it is essential to provide the FTC with 20 copies of your proposal. These copies are forwarded to the appropriate planning agency, design institute, or manufacturing entity for review. Unless the FTC has already been commissioned to procure what you are selling, the chances of receiving an invitation to come to China hinge primarily on what the various end-users tell the trade corporation. If the product lines you wish to sell are in different FTCs, it would be best to prepare separate proposals. Firms should always include the words "United States" or "U.S.A." in their company's address. A firm whose name and location are quite well-known in the United States may be totally unfamiliar to the Chinese and cannot be readily identified with the United States.

In addition to the FTC which has jurisdiction over your commodity, there are other places in Beijing where it might be useful to send your proposal. One of these is the Technical Exchange Department of the China Council for the Promotion of International Trade (CCPIT); see CCPIT's address under Other PRC Trade-Related Entities. Also, the Chinese recently have established a number of corporations under respective ministries whose function is to operate plants and other facilities. These corporations probably play a key role in determining what technical seminars are to be heard and what equipment is to be bought. Some of these corporations and their parent ministries are:

China Agriculture Machinery Corporation (First Ministry of Machine Building)

China Cereals and Oils Corporation (Ministry of Agriculture and Forestry)

China Seed Corporation (Ministry of Agriculture and Forestry)

China Chemical Construction Corporation (Ministry of Chemical Industry)

China National Chemical Fibers Corporation (Ministry of Textiles)

China Coal Industrial Technique and Equipment Corporation (Ministry of the Coal Industry)

China National Feedstuffs Corporation (Ministry of Commerce)

China National Geological Exploration Corporation (State Geology Bureau)

China National Oil and Natural Gas Exploration and Development Corporation (China Petroleum Corporation and the Ministry of Petroleum)

China Petroleum Corporation (Ministry of Petroleum)

China National Radio Equipment Corporation (Fourth Ministry of Machine Building)

China National Underwater Cable and Construction Corporation (Ministry of Posts and Telegraphs)

China Railway Technical and Equipment Corporation (Ministry of Railways)

China Waste Materials Reclamation Corporation (possibly the Ministry of Public Health)

These corporations may be addressed to the parent ministries in Beijing. It may also be useful to send several copies of the pertinent technical information to:

The Center for Introducing Literature and Samples of New Foreign Products, CCPIT
P.O. Box 1420
Beijing, People's Republic of China

This organization has been set up to keep users of foreign products and technology abreast of the most recent developments. The center does not engage in business negotiations, however. Copies of your proposals, or at least the covering letter also should be sent to:

Commercial Office
Embassy of the People's Republic of China
2300 Connecticut Avenue, N.W.
Washington, D.C. 20008, **and**

Commercial Officer
Embassy of the United States of America
17 Guanghua Lu
Beijing, People's Republic of China

Should the proposal be put in Chinese? Of course, this is the courteous thing to do and it probably will facilitate the handling of your proposal in the PRC. On the other hand, the number of adequate translation services in the United States that are familiar with the simplified characters used in China is very limited. If your proposal covers products for which the need is unclear, it may be quite wasteful to have a lengthy proposal translated although a translation is probably helpful to the Chinese. If in doubt, have the covering letter translated; this should serve to show your interest. Any proposal in Chinese should be accompanied by the English original.

In your proposal do not overstress past relationships with China. The PRC is more interested in current performance than in any past connections, either prior to 1949 or since then with Taiwan. Naturally words such as Red China or Mainland China and other offensive terms should be avoided; refer to the People's Republic of China or simply China.

If the Chinese are interested in a proposal, they can be expected to reply, even though they may not acknowledge its receipt. However, it takes considerable time—often months—for a proposal to be disseminated and assessed. There may be no reply at all, probably indicating no requirement for such commodities at the time (Appendix 3 contains a list of commodities thought to be of interest to the Chinese). Firms that are convinced that their products mesh with Chinese development priorities should keep their products and literature before the appropriate foreign trade officials. Because of mailing and distribution time lags, 8 to 12 weeks should be allowed before initiating any follow-up activities. In general, it is advisable to follow up periodically with additional material and samples, especially with regard to any product developments that would enhance the initial approach. Any additional literature or samples should be accompanied by a covering letter that refers to the original proposal.

The FTCs alone are responsible for negotiating contracts, although this too may change. In addition to sending copies of proposals to the CCPIT and the various operating corporations under their respective ministries, it may be helpful on occasion to visit the Hong Kong agents of the FTCs. The agents can explain the current situation and usually report fully to their principals in Beijing. In some instances they are allowed to conclude trade deals.

In addition to communicating by mail with the FTCs in Beijing or by visiting their agents in Hong Kong, several other approaches may be taken. These include: Attendance at the Guangzhou (Kwangchou or Canton) Trade Fair; participation in an exhibition in or trade mission to the PRC; contacting PRC commercial/technical missions to the United States; utilizing the services of the U.S. and PRC Embassies in the capitals of the two countries; and becoming a member of, or consulting with, the National Council for U.S.-China Trade.

In general, the Chinese prefer to deal with American firms directly, but will not refuse to negotiate through agents when necessary.

For further information or advice on contacting the Chinese on commercial matters, call or write to:

U.S. Department of Commerce
Industry and Trade Administration
Office of East-West Country Affairs
PRC Affairs Division—Room 4044
Washington, DC 20230
(Telephone: 202-377-3583/4631)

### *The U.S. and Chinese Embassies*

Liaison Offices, opened in the respective capitals of both countries in 1973, become embassies on March 1, 1979. Both embassies contain economic/commercial sections and provide important points of contact for business people from both countries.

While U.S. firms should consider keeping the PRC Embassy in Washington informed of their capabilities and their desire to do business in China, the basic approach to selling in the PRC is through the appropriate FTC in Beijing. The U.S. Embassy in Beijing will assist Americans by providing advice on the FTCs and by generally apprising U.S. business people of the economic situation and commercial opportunities in China. The Embassy has a room with copier, typewriters, and other equipment to service the business visitor. It can arrange the loan of projectors for slide or movie presentations. During 1979, it is expected that a telex connection to service business visitors will be established at the Embassy.

### *The National Council for U.S.-China Trade*

The formation of a National Council for U.S.-China Trade was announced on March 22, 1973. The Council—a nonprofit, private organization maintaining close liaison with the U.S. Government—serves as a forum for the discussion of trade policy and issues. It also serves as a focal point for business contact and the dissemination of information on marketing in the PRC. The Council maintains a business counseling service; it also publishes the *China Business Review* bimonthly. The Council facilitates the reciprocal arrangements of trade missions and trade exhibitions in the United States and China. A related organization, the National Council for U.S.-China Trade Translation Service provides a competent translation service.

To promote these activities the Council maintains a working relationship with the China Council for the Promotion of International

Trade in Beijing and the PRC Embassy in Washington. Individuals and firms interested in these activities should consult either the National Council or the PRC Affairs Division within Commerce's Industry and Trade Administration. The National Council may be reached at Suite 350, 1050 17th Street, N.W., Washington, D.C. 20036 or by phone at (202) 331-0290/0294.

***Other PRC Trade-Related Entities***

**Bank of China (BOC)**
17 Xijiaomingxiang
Beijing, People's Republic of China
Cable: HOCHUNGHUO BEIJING
Cable for all branches CHUNGKUO

The BOC handles all of China's external financial dealings, finances the FTCs, and for all intents and purposes acts as the foreign branch of the People's Bank of China, China's national bank. The BOC has branches throughout China and four abroad (Hong Kong, Singapore, London and Luxembourg). It also maintains corresponding banking relationships with scores of foreign banks, of which 30 or so have branches in the United States.

**China Council for the Promotion of International Trade (CCPIT)**
4 Taipingqiao Street
Beijing, People's Republic of China
Cable: COMTRADE BEIJING

Although the CCPIT is said to be a nongovernmental "public" organization, it is an important part of China's foreign trade structure. As such it works with the Ministry of Foreign Trade and the FTCs on China's exter al trade and serves as a liaison between China's trade enterprises and their counterparts abroad. Its responsibilities include informing foreign trade organizations of China's trade and keeping abreast of developments in foreign markets; arranging economic and trade-related exchanges, which include Chinese exhibitions abroad as well as foreign exhibitions in the PRC; and registration of trademarks. The CCPIT does make "unofficial" trade agreements with foreign organizations in its own name. Through its Foreign Trade Arbitration Commission and Maritime Arbitration Commission the CCPIT has responsibility for settlement of legal disputes related to foreign trade and maritime affairs.

**China National Chartering Corporation**
Erligou, Xijiao
Beijing, People's Republic of China
Cable: ZHONGZU BEIJING
Telex: 22153 TRANS CN; 22154 TRANS CN; 22265 TRANS CN

Under the direction of China National Foreign Trade Transportation Corporation, this corporation charters foreign vessels and books shipping space required for Chinese import and export cargoes. It also does similar business on behalf of principals located abroad. Canvasses cargoes for ship owners.

**China National Export Commodities Packaging Corporation**
2 Chang'an Street
Beijing, People's Republic of China
Cable: CHINAPACK BEIJING

It supplies packing materials for export commodities.

**China National Foreign Trade Transportation Corporation**
Erligou, Xijiao
Beijing, People's Republic of China
Cable: ZHONGWAIYUN BEIJING
Telex: 22153 TRANS CN; 22154 TRANS CN; 22265 TRANS CN

This corporation arranges customs clearance and delivery of all import/export cargoes by land, sea, and air, or by post. It may act as authorized agent clearing and delivering goods in transit through Chinese ports. In addition, it arranges marine and other insurance and institutes claims on behalf of cargo owners on request.

**China Ocean Shipping Company**
6 Dongchang'an Street
Beijing, People's Republic of China
Cable: COSCO BEIJING
Telex: 22264 CPC PK CN

The company engages in cargo and passenger services, handles clearing of foreign ships and booking of shipping space and transshipment cargo.

**China National Publications Import Corporation**
P.O. Box 88
Beijing, People's Republic of China
Cable: PUBLIM BEIJING

China's importer of books and periodicals.

**Guozi Shudian**
P.O. Box 399
Beijing, People's Republic of China
Cable: GUOZI BEIJING

Guozi Shudian exports China's books and periodicals and arranges subscriptions to Chinese newspapers and periodicals on behalf of foreign readers.

**People's Insurance Company of China**
108 Xijiaomingziang
P.O. Box 2149
Beijing, People's Republic of China
Cable: 42001 BEIJING
Telex: 22102 PICC

This company provides international trade and marine risk underwriting at competitive rates. It has overseas agents in leading countries.

**Scientific and Technical Association**
31 Ganmianhutong
Beijing, People's Republic of China

With the CCPIT, this organization plays a role in and may be consulted on arranging scientific and technical symposia in China. It is responsible for planning scientific research and development and plays a lead role in organizing and controlling the professional societies, such as the Society of Automation, Society of Electronics, and many others.

Some of the trade organizations have agents in Hong Kong. These agents, their addresses, and the FTCs they represent are as follows:

**China Resources Company (CRC)**
Bank of China Building
Des Voeux Road Central
Hong Kong
Cable: CIRECO HONG KONG

CRC represents China National Machinery Import and Export Corp., China National Chemicals Import and Export Corp., China National Metals and Minerals Import and Export Corp., and China National Textiles Import and Export Corp.

**Far East Enterprises Corporation (FARENCO)**
Bank of China Bldg.
Des Voeux Road Central
Hong Kong

FARENCO represents the China Foreign Trade Transportation Corporation and arranges transshipment of goods to and from the PRC through Hong Kong.

**Hua Yuan Company**
37–39 Connaught Road West
Hong Kong
Cable: HYCOMP HONG KONG

Hua Yuan represents China National Light Industrial Products Import and Export Corp., and China National Native Produce and Animal By-Products Import and Export Corporation.

**Ng Fung Hong**
Bank of China Building
Hong Kong
Cable: NGFUNG HONG KONG

Ng Fung Hong represents China National Cereals, Oils, and Foodstuffs Import and Export Corp.

**Teck Soon Hong Ltd.**
37–39 Connaught Road West
Hong Kong
Cable: STALLON HONG KONG

Teck Soon Hong represents China National Native Produce and Animal By-Products Import and Export Corp., China National Light Industrial Products Import and Export Corp., and China National Textiles Import and Export Corp.

**Ministries, Enterprises, and Other End-Users.**—The FTCs import commodities and technology on behalf of ministries, enterprises, and other consuming entities in the PRC. The operating corporations serving some of the ministries have already been mentioned. It would be ideal to reach all end-users, since they play a major role in deciding what commodities are to be procured within the constraints of plans and budgets. If you are invited to Beijing for discussions with the FTC, especially if you are engaged in a technical seminar or exchange, you will be aware that end-users are present during these discussions.

Another way to contact end-users in an attempt to influence their decisions is by exhibiting equipment in China where engineers and other representatives of consuming entities have an opportunity to observe and ask questions about the equipment being demonstrated. The U.S. Government will be working to remove the remaining barriers to exchanging trade exhibitions between the two countries. Some U.S. firms with subsidiaries in Canada, or Western Europe have managed to exhibit their

equipment in Canadian, British, or French exhibitions in Beijing.

Useful contact with end-users may be made when they visit the United States or third countries as members of trade missions and delegations. In any event, if PRC end-users can be reasonably identified, it may be useful to communicate by letter with them, outlining the technical and economic advantages of given products. It also is possible to get information about your products to Chinese end-users by advertising in Chinese in publications about American industrial products that are published by American firms. (See Bibliography.)

*The Guangzhou Trade Fair*

The Chinese Export Commodities Fair in Guangzhou, sponsored by the foreign trade corporations, is held twice a year—in the Spring (April 15–May 15) and Fall (October 15–November 15). While the Fair is heavily export-oriented and only Chinese commodities are displayed, the FTCs do purchase foreign products during this event. Since its inception in 1957, the Fair has grown steadily. In the Spring of 1974 it was moved to a new building complex in the Liu Hua district on the outskirts of Guangzhou. The new exhibition hall is near the new train station serving Hong Kong, Beijing, and Shanghai and is a 10-minute walk from the Dong Fang Hotel, which accommodates U.S. business people. Completion of the new complex indicates that the Fair, now accounting for roughly half of China's exports, will continue to play an important role in China's trade.

The Fair offers the best opportunity for U.S. importers to transact business with China, and it affords U.S. exporters some chance to approach the FTCs. It provides a unique opportunity to assess the type, availability, and price of various Chinese products. By viewing the new products exhibited at each Fair, foreign business people may obtain a convenient overview of the technological progress of the Chinese people, and the direction such progress is taking.

Only business people or firms specifically invited by an official PRC agency may attend the Fair. In the past, invitations generally were extended to firms with whom the PRC already had well-established relations or with whom it felt there was a good possibility of doing business. In recent years, however, both the number of invitations issued to and the attendance of American business people have had marked increases. At the Fall 1978 Fair, for example, about 600 American business people attended and did approximately $140 million worth of business.

Business people who wish to attend should request an invitation from the appropriate foreign trade corporation or one of its agents, such as the China Resources Company (CRC). The commercial office of the PRC Embassy in Washington is also able to assist in securing an invitation to the Fair. Invitations are sometimes obtained by writing to the Chinese Export Commodities Fair, Guangzhou, People's Republic of China.

Invitations are usually extended to firms rather than to individuals. It is advisable to request places for as many buyers as necessary to properly conduct discussions on the range of commodities you may wish to purchase. Individuals representing a firm must show some evidence, usually in the form of a letter from the company, that they are the ones designated by the firm to attend the fair.

**Reaching the Fair.**—Travel from Hong Kong to Guangzhou takes about 6 hours by train. Changing trains at the border takes several hours during which time a meal is served and customs clearance is carried out. Starting in late 1978, hydrofoil connections between Hong Kong and Guangzhou began speeding up the travel significantly. Some air connections between the two cities also commenced, but it is uncertain whether they will become permanent. On arrival in Guangzhou, foreign business people are met by a representative of the China International Travel Service and taken to their hotel, which in most cases is the Dong Fang.

**Conducting Business.**—To be able to enter the Fair exhibition hall and view products or discuss business, it is necessary first to register at one of the liaison offices set up by Fair authorities in the three main hotels accommodating foreign visitors. Upon presentation of the letter of invitation and identification, the liaison office issues the vistor a numbered badge that constitutes a door pass and can be used as a convenient form of identification anywhere in Guangzhou. After registration the visiting business people may request the liaison office to make an appointment for them with

the appropriate FTC officials. The liaison office can also arrange for business representatives to attend various cultural events and visit local factories and communes during their free time. In general, the liaison office acts as the Fair authorities' representative in providing for all the needs of foreign business visitors.

If business people wish, they can make their own appointments by directly approaching FTC officials on the floor of the exhibition hall. Each of the eight major exporting FTCs has permanently assigned quarters in the exhibition hall where its products are exhibited. Representatives of FTCs can be found at tables set up near product exhibits in their designated areas. They can be approached during business hours, which are from 8 a.m. to noon and 2 to 5 p.m. daily except Sunday. Discussion may take place at these tables or in special discussion rooms. Importers of Chinese products known to be in short supply may in some cases find it advantageous to approach relevant FTC officials promptly after the opening of the Fair. If an importer already has established relations with certain officials, writing to them prior to the Fair about products and quantities desired may facilitate discussions at the Fair. The FTC supplies the necessary interpreters; of course, understanding is improved if the visitor speaks Mandarin Chinese.

Discussions may cover any item of interest to either side, including price, quantity, packaging, delivery schedules, and such things as meeting U.S. labeling laws, U.S. food and drug requirements, tailoring goods to U.S. specifications, and use of U.S. trademarks. At recent Fairs, some FTCs have shown increasing flexibility in meeting the specific needs of U.S. importers. Shoes, for example, have been made to U.S. importer specifications and, in at least one instance, an FTC consented to placing a U.S. firm's trademark beside its own although the Chinese still decline to place only U.S. labels or trademarks on their products.

While the Fair is principally concerned with Chinese exports, some sales and contract negotiations do take place in Guangzhou. These sales to China are mostly in commodities such as chemicals, synthetic fibers, pulp and paper, steel, and similar industrial products. FTC officials, some highly qualified technically, will form a delegation to listen to or hold extended discussions with the American exporter. Technical seminars have been presented at the Fair. In some cases, U.S. firms may be invited to go from the Fair to Beijing.

American business people attending the Fair can now obtain assistance from officers of the U.S. Government and the National Council. Commercial officers from the U.S. Embassy in Beijing and staff members of the Council maintain suites at the Dong Fang Hotel. In addition to offering advice on Fair procedures and Chinese business conditions and practices, business representatives are provided access to a number of useful reference works and office machines, including typewriters, a copying machine and a telex tape cutter. These representatives give receptions, which have been well attended by FTC officials, providing unique opportunities for U.S. business people to become better acquainted with Chinese trade officials.

**Trade and Products.**—The Fair has grown in recent years with an estimated 20,000 foreign businesspeople, representing the major industral and commercal firms of about 110 countries, attending the 1978 Fall Fair. Since 1969, trade from the Fair has been steadily increasing; for the 1978 Fall Fair, it totaled more than $1 billion. The past several fairs have witnessed an increase in the amount of finished and semifinished goods sold by the Chinese.

Chinese products purchased at the Fair consist mainly of foodstuffs, textiles, animal byproducts, metals and minerals, basic inorganic chemicals, pharmaceuticals, hospital and other medical equipment, and arts and crafts. Chinese prices are generally competitive with world market levels, but they can fluctuate sharply.

### *Other Fairs and Exhibitions*

Each year the PRC participates in trade fairs and exhibitions in a number of foreign countries. It also hosts foreign exhibitions in China, usually in Beijing, but occasionally in Shanghai. In addition, various FTCs have been holding mini-fairs in Shanghai, Tianjin, and other centers located near producing facilities. Such fairs, covering forest products, carpets, straw products, wines and spirits, pharmaceuticals and medical instruments, feather and down, and furs are held irregularly although some of them are expected to become regular events. They are designed to complement, not replace, the semiannual Guangzhou Fair.

## Contract Negotiations

Business propositions that elicit Chinese interest usually result in invitations to go to the Guangzhou Fair if the Chinese are exporting and to Beijing if China is considering importing. For special reasons, businesspeople may be invited to other Chinese cities for discussion, for plant visits or to attend a specialized product fair. Chinese FTCs also have begun to send buying and selling missions to the United States. As emphasized above, contacts with Chinese FTCs should be opened directly. Normally, however, the businessperson's ability to begin serious negotiations depends on obtaining an invitation from the FTC to come to Beijing or to visit the Fair.

Business negotiations with the Chinese are marked by efforts to obtain as much technical and commercial information about a company's product as possible. When companies have been unwilling to discuss proprietary technical information, they have found that the Chinese understand and accept a simple statement to that effect. They are usually well informed not only about the company with whom they are negotiating but about the company's competitors and market conditions as well. Competition among Western business firms may be used by the Chinese as a lever to get a company to improve its offer.

Negotiations with the Chinese emphasize technical aspects and are extremely detailed. It is very important to include highly qualified, tactful personnel on the negotiating team both to resolve difficult technical problems and to demonstrate the company's technical competence and serious intentions. Commercial negotiations with the Chinese often include extensive discussions on relatively minor aspects of the transactions. Careful preparation is a must. Businesspeople should have all previous correspondence and expect to confront very astute bargainers.

The nature of the negotiations is frustrating for many business people. Negotiations are often recessed while the Chinese consider the company's presentation. This provides a marvelous opportunity to enjoy Chinese hospitality and tourist sites, but it can involve excessive time of valuable staff. Decisions are usually group decisions, made in coordination with a number of Chinese entities including the FTC, the relevant ministry and the end-users. It is characteristic of Chinese negotiating style to emphasize mutual understanding and the development of good long-term relationships, both corporate and personal.

The Chinese provide interpreters, and talks are conducted in English so it is not necessary to have an interpreter present. If a member of the company's delegation speaks Chinese in addition to his other abilities, however, this can speed the discussion and resolve possible difficulties in transmitting technical and commercial information. Knowledge of Chinese business practices as well as a sensitivity to Chinese customs also can be quite useful, but contracts have been successfully negotiated by American companies without relying on such expertise.

For small value transactions or for standard products, the contracts used by FTCs are basically unchanged although they differ somewhat from corporation to corporation and from commodity to commodity. All standardized contracts are short, usually two pages. They are printed in English or in English with matching Chinese. The FTCs will make revisions to these contracts. In general, they are more willing to amend their import (purchase) contract than their export (sales) contracts. It is important for businesspeople to press for inclusion of all terms, since the Chinese have a "strict constructionist" attitude toward contracts.

Chinese sales contracts generally afford the FTCs more protection against nonperformance than do their standardized purchase contracts. Both sales and purchase contracts contain force majeure clauses, but for Chinese exports the coverage clearly specifies various natural disasters and a catch-all phrase to cover "any other causes beyond their control." Exporters to China should be aware that the standard force majeure clause would not be interpreted to include "acts of God," strikes, or government intervention.

According to the standard contracts, inspection of both Chinese sales and purchases is done in the PRC by the China Commodities Inspection Bureau (CCIB). Such inspections are characterized by their thoroughness—even counting small items that are packed in bulk. On some projects or for some equipment, the Chinese may also insist on inspection ex-factory, or at the U.S. port prior to loading.

Finally, China's purchase contracts normally include penalty clauses for late shipment while their sales contracts are silent on the sub-

ject. In some cases, the FTCs have waived payment when they recognized that the cause of the delay was beyond the control of the exporter: however, in other cases penalties for late deliveries and for late payment have been assessed.

On large, complex transactions (such as turnkey projects) standard contracts are not utilized. The FTCs strive for contract provisions similar to those on the standard contracts, but depending on their desire for the product and the degree of competition for the transaction, tend to be more flexible.

**Types of Contractural Arrangements.**—Changes in Chinese foreign trade policy that became evident in 1978 now encourage countertrade and a wide variety of contractual arrangements not practiced earlier. In an effort to maximize export earnings, the Chinese now appear willing to engage in the following types of arrangements:

(1) Accept raw materials into China for processing and reexport;

(2) Accept components into China for assembly, further processing, and reexport;

(3) Enter into joint ventures where the Chinese side supplies the factory shell and raw labor and the foreign partner brings in the raw materials, if needed, the equipment, and supplies the training of the labor, technology, and supervision, if required. The foreign partner receives the product at a reduced price until his costs, including a profit, are paid off;

(4) Enter into joint venture arrangements of various types in Hong Kong and possibly elsewhere outside of China.

The Chinese hope to induce foreign oil companies to assist them in the development of what are thought to be considerable resources of offshore petroleum. To do this, Beijing will allow the return on investment to consist of crude oil delivered over a sustained period of time. Other forms of buy-back compensation are in practice or are being discussed. Foreign firms will assist the Chinese in the development of their nonferrous metal resources in return for a share of the mined ore or concentrated product. Even equity participation with repatriation of profits seems acceptable although the Chinese are apt to require a majority share in the venture.

The PRC will enter into licensing arrangements, technical assistance agreements, co-production projects, and consulting arrangements, including management consultancies. The PRC will barter and switch trade, too, if it is in their interest, but these types of transactions seem to be less significant.

As the Chinese move further into the modernization of their economy, they may find still other, flexible types of arrangements conducive to increased earnings of exchange. It behooves an exporter to visit Beijing with a number of such options in mind.

## Arbitration

Chinese practice, domestic as well as foreign, is to avoid formal arbitration proceedings as a way to resolve contract disputes. Even when the contract contains an arbitration clause and when a dispute has been unresolved for some time, FTCs generally strive to settle the dispute through "friendly discussion." Indeed, in many contracts, "friendly discussions" or "friendly negotiations" are cited as the primary vehicle for dispute resolutions.

The FTCs will likely suggest that if arbitration is necessary, it should be submitted to the Arbitration Committee of the China Council for the Promotion of International Trade in Beijing, under the Arbitration Committee's rules. However, in recent years, FTCs have increasingly accepted Sweden, Switzerland or other third countries as sites for arbitration.

The most important fact, however, is the degree to which FTCs go to avoid any arbitration—even in Beijing under Chinese rules. The very few cases that have been arbitrated were reportedly conducted very fairly. In the Chinese view, such disputes should be resolved by the two parties if they have a good long-term relationship. Often the Chinese methods of contract resolution are indirect and take the form of better terms on future contracts. It is preferable to explore all avenues for resolving disputes before seeking recourse in arbitration.

## Currency

The currency of China is called Renminbi (RMB) or people's currency. Basic units:

Yuan (Y) = 100 fen (cents)
jiao = 10 fen

Notes are issued in denominations of Y10, Y5, Y2, and Y1; and 50, 20, and 10 fen. Coins are issued in denominations of 5, 2 and 1 fen.

The RMB is an inconvertible currency. Bank deposits can be maintained at the Bank of China, but usually RMB is bought and sold as needed for commercial and travel purposes.

The exchange value of the RMB is determined by the Bank of China and changes periodically—generally in response to international monetary conditions. The Bank of China posts bid and offer rates for the RMB against major Western currencies. The offering price of the RMB has risen recently from 59.01 U.S. cents on January 4, 1978, to 63.56 cents on December 30, 1978. During the year, it fluctuated between 57.6 and 63.6 cents.

Since August 1975, the Bank of China has permitted businesspeople with RMB denominated contracts to purchase RMB forward. However, the relatively high cost of forward RMB (30 percent for a 6-month contract), the availability of dollar denominated contracts, and the stability of the RMB-U.S. dollar exchange rate have combined to minimize businesspeople's interest in such transactions.

## Payments

Most transactions in the China trade call for payment by irrevocable letter of credit (L/C) against presentation of sight draft and shipping documents. In some cases American importers have been offered contracts with payment in sight draft documents against payment (D/P) terms. Letters of credit are negotiated on the Chinese side by the Bank of China (BOC), headquartered in Beijing, with domestic branches in most ports of China. Four foreign branches of the BOC are located in Hong Kong, Singapore, London, and Luxembourg. In negotiating letter of credit transactions, the BOC utilizes an extensive network of correspondent banks established throughout the world in areas where China trades. The Bank of China has not established full correspondent bank relationships with any U.S. bank although it will accept traveler's checks, traveler's letters of credit and remittance payments drawn on certain American banks having a limited correspondent relationship. To facilitate trade finance, the BOC has made arrangements with the branches of a number of foreign correspondent banks for negotiating commercial letters of credit. With diplomatic recognition, the possibility of resolving the barriers to full U.S. correspondent banking relations seems much improved.

The Bank of China has an excellent reputation both for its efficiency in handling the technical details of financial transactions and for paying promptly and in full. In general, Chinese financial practices are not greatly different than those in the West, but they do stringently implement some contract and L/C provisions to their own advantage. For example, when China is the seller, the standard form contract usually stresses that the buyer is to open the L/C promptly and may say little about the shipping and other documents that China is to present to obtain payment. When the PRC is purchasing, the documentation required by the BOC before it will make payment is spelled out in detail. Moreover, in many PRC purchase contracts, payment is to be made only after the shipping documents are received by the branch of the BOC that opened the L/C. This will increase the amount of time between the shipping date and the receipt of payment by the number of days it takes the documents to reach China. In addition, there will be a certain period during which the seller is without goods, documents, or payment. The PRC also does not follow the accepted international practice of having its letter of credit confirmed with a bank in the seller's country. Against these examples of somewhat unusual financial practices, however, one must set the Bank of China's well-earned reputation for financial integrity.

Since the early 1970's RMB has been used to denominate many foreign trade contracts—especially for Chinese exports. FTCs generally prefer to use RMB to denominate contracts because this minimizes their exposure to the fluctuation of western currency values. However, the question of the denominating currency is open to negotiation between the parties. FTCs readily accept foreign currency denomination when China is importing. On large turnkey projects, some preference is now being shown to financing in dollars owing to the depressed state of the dollar worldwide.

## Shipping and Insurance

China prefers to buy goods on an f.o.b. basis, handling all freight charges and insurance. It prefers to sell goods on a c.i.f. or c.&f. basis, sometimes having the foreign importer handle

their own insurance. In this way, the PRC preserves foreign exchange, retains the insurance business, and maintains greater freedom of action in handling cargoes.

A noticeable change in the last few years has been the switch in China from selling on a purely c.i.f. basis to allowing foreign importers to handle their own insurance. In China, insurance is managed by the People's Insurance Company of China (PICC)—which underwrites insurance not only on transport of exports and imports, but also on such things as ocean-going ships and aviation, the property of foreign embassies in China, fire, and motor cars, among other things. In insuring foreign trade, the Chinese state, "The People's Insurance Company of China holds that transport insurance on imports and exports should be arranged by the cargo owners, so China's imports are generally insured with the People's Insurance Company of China whereas insurance on China's exports is generally arranged by the foreign importers. However, the People's Insurance Company of China will also underwrite exports from China if foreign importers so require."

In the FTC's sales confirmation contracts, therefore, the U.S. importer will now note that insurance is simply "To be effected by the Buyers–Sellers" with the Sellers being x'd out. A typical clause used to read: "Insurance: to be effected by Sellers covering all risks and war risk as per The Ocean Marine Cargo clauses of the People's Insurance Company of China, for 110 percent of the invoice value."

In the case of China's imports, a typical clause reads: "Insurance: to be covered by the Buyers after shipment." It should be noted that "after shipment" generally means after the goods are "stowed." In other words, in buying f.o.b. the Chinese buy f.o.b. "stowed" to assure that no title problems arise during the actual loading of the goods. Whether the goods are purchased f.a.s. or f.o.b. stowed should be clearly understood.

The rapid growth of China's trade has imposed heavy requirements on China's fleet and port facilities. Delays due to loading and unloading have been common although the difficulties have eased as China's maritime facilities have been modernized. The problem of timely delivery has been particularly acute for U.S. firms partly because U.S.-China trade has been so recently resumed and partly because of the lack of regular shipping schedules. This problem seems to be moderating as experience is gained and as more ships have begun to arrive on a more regular basis. A hopeful sign for the future is that China has begun to introduce containerization in a few of its ports. Containers used in U.S.-China trade will for the most part have to be transshipped in Hong Kong or Japan, but it should make the problem of combining many smaller shipments more manageable. Also, FTCs have shown some willingness to ship U.S.-bound commodities to Hong Kong. This allows the U.S. firm to obtain control over shipping at that point.

## U.S. Regulations Governing Trade with the PRC

### *Imports*

With the exception of certain embargoed furs (ermine, fox, kolinsky, marten, mink, muskrat, and weasel furs and skins, dressed or undressed), goods may be imported into the United States from the People's Republic of China subject to the same general rules that apply to imports from other countries (i.e., proper labeling, food and drug regulations). Goods imported from the PRC, however, are dutiable at rates listed in Column II of the Tariff Schedules of the United States. These rates are generally higher than those on goods from countries with which the United States has a reciprocal most-favored-nation (MFN) tariff agreement (Column I rates).

Information regarding the duties applicable to specific goods may be obtained by sending an adequately detailed description of the goods in question to the U.S. Bureau of Customs, 1301 Constitution Avenue, N.W., Washington, D.C. 20229.

Importers should be aware of the regulations of the Department of Agriculture, Food and Drug Administration, and other agencies of the United States applicable to imports from all destinations.

### *Exports*

U.S. exports to China and other Communist destinations are subject to controls provided for by the Export Administration Act of 1969, as amended by the Equal Export Opportunity Act of 1972. One purpose of this legislation is to authorize controls over the export of goods and technology that would contribute to the mili-

tary potential of these countries to the jeopardy of U.S. national security. The legislation also declares it to be the policy of the United States to encourage trade in nonsensitive items with all nations, including China, with whom the United States has diplomatic or trading relations.

For detailed information on licensing requirements U.S. exporters should consult the Export Administration Regulations and supplementary Export Administration Bulletins at any U.S. Department of Commerce district office in 43 major U.S. cities. Included in the Regulations is the Commodity Control List (CCL); this is the key to determining whether a specific shipment may be exported under an established general license authorization, or whether a validated license is needed. A validated license is required for those commodity groupings designated by a "Y," the country category for China and most countries of Eastern Europe, including the U.S.S.R.

Once it has been determined that a validated export license is required for a specific export, an application for the license should be submitted to the Office of Export Administration, U.S. Department of Commerce, Washington, D.C. 20230. Application forms can be obtained free of charge from any U.S. Department of Commerce district office.

U.S. firms are encouraged to contact the Office of Export Administration for information on export licensing, including pending transactions. Telephone inquiries may be directed to the Exporter Service: (202) 377-4811. While no official determination on licensing can be made before formal application is filed, the Office of Export Administration can often informally indicate the prospects for issuing a license.

Outside of domestic short supply and foreign policy considerations, the principal criterion in reviewing license applications is whether the technical data or commodity is designed for, intended for, or could be applied to a significant military use. Availability of comparable foreign-made equipment is also taken into account. The cases most difficult to assess from the standpoint of strategic implications are subject to review by other interested U.S. Government agencies. Export applications for certain commodities must finally be submitted for approval to the Coordinating Committee for East-West Trade Policy (COCOM), a group of delegates from Japan and the NATO countries, except for Iceland.

The Equal Export Opportunity Act of 1972 further provides that representatives of a particular industry may request the Secretary of Commerce to appoint a Technical Advisory Committee in that industry to consult with the Office of Export Administration on licensing requirements and procedures. Such committees have already been established for manufacturers of computer systems; computer peripherals, components and related test equipment; semiconductors; semiconductor manufacturing and test equipment; numerically controlled machine tools; telecommunications equipment; and electronic instrumentation.

### *Financial Restrictions and Assistance*

The provisions of the Johnson Debt Default Act that prohibit all private U.S. individuals, partnerships, corporations or associations from certain types of financial transactions with any foreign government or agency in default in the payments of its obligations to the United States Government may apply to the PRC.

On May 9, 1967, an advisory opinion by the Attorney General clarified the application of the Johnson Act to private financing of exports to those countries affected by the Act. The opinion stated that the Johnson Act does not prohibit export financing by U.S. firms or banking institutions if the terms of such transactions are based on bona fide business considerations and do not involve a public distribution of securities.

Prior to this opinion, there was uncertainty whether certain financial transactions connected with exports, such as lines of credit, barter transactions, and deferred payments, were proscribed by the Act. The opinion makes it clear that the Johnson Act is not intended to restrict such credit arrangements so long as they are comparable with those commonly given for export of the same commodities to other countries.

## PRC Tariffs

China has a customs administration and a published schedule of tariffs embodying most-favored-nation and ordinary (higher) rates. However, for purposes of U.S. exporters, import licensing, customs formalities and tariffs do not exist as processes separate from the conclusion of contracts and need not concern the potential exporter. Foreign visitors to China are assessed duties on goods brought in for personal use in excess of specified nominal duty-free amounts (see Section on Personal and Prohibited Items).

## Trademarks, Inventions, and Copyrights

China is not a party to any multilateral or bilateral treaty with the United States relative to the protection of patents, trademarks or copyrights.

### *Trademarks*

"Measures for the Control of Trade Marks," issued by the PRC on April 10, 1963, and supplementary "Enforcement Regulations" issued April 25, 1963, govern trademark protection in that country. Foreign firms must file all trademark applications through the China Council for the Promotion of International Trade (CCPIT) in Beijing.

Registration of a trademark is granted to the first applicant. Marks registered by local enterprises have no fixed duration; they are valid until withdrawn by the registrant. Marks registered by foreign parties are valid for periods of 10 years and renewable for further 10-year periods. The owner of a registered trademark acquires the exclusive right to its use in the PRC. Registered foreign-owned trademarks may be assigned to other foreigners provided the latter meet the same requirements, noted below, as the original applicant.

A foreigner may apply for a trademark registration only if (1) a reciprocal agreement on registration of trademarks exists between the applicant's country and the PRC and (2) the applicant's mark is already registered by them in their home country. The CCPIT informed the United States Liaison Office in Peking and The National Council for U.S.-China Trade in Washington, D.C. early in 1978 that it would permit trademark registrations by U.S. nationals. U.S. nationals may now apply for and receive registrations, as of January 1, 1978. The Regulations' requirement (Article 12) of reciprocity between the PRC and the country of nationality of the applicant is considered by the PRC to be met by the United States since PRC foreign trading corporations already are permitted to apply for and register trademarks in this country.

U.S. firms desiring to file applications or to correspond with the PRC on trademark matters should write to: Trademark Registration Agency, China Council for the Promotion of International Trade, Beijing, People's Republic of China. In trademarks matters, the CCPIT acts as the foreign firm's agent with the Central Administrative Bureau for Industry and Commerce (CABIC), which, according to the 1963 Regulations, is responsible for administering the PRC Trademark Regulations. The CABIC still performs this function. When applying for registrations, American firms must provide to the CCPIT the following documentation:

(1) A separate application, in duplicate, for each trademark the firm wishes to register.

(2) a power of attorney, in duplicate, for each trademark. (This document empowers the CCPIT to act on behalf of the foreign firm to register the trademark with the CABIC.)

(3) a certificate of nationality (no prescribed form), which should show that the corporation is organized under U.S. law.

(4) 12 prints of the trademark for each application. The meaning and derivation of the trademark word must be clearly explained. The Regulations state that the original copy of the power of attorney and the certificate of nationality must be "LEGALIZED" (i.e., notarized) by a Chinese Embassy. According to CCPIT officials, the PRC Embassy in Washington is empowered to do this.

The furnishing of evidence that the foreign-origin trademark was registered in its own country also is no longer required for the United States since it does not require Chinese corporations to provide such certification. Also according to the CCPIT, U.S. trademarks applied for and registered in the PRC may include English words. Foreign trademarks registered there are not limited to Chinese and may use any language.

If two or more enterprises apply for identical or similar trademarks, registration is accorded to the first application. The validity of the trademark registration begins from the date of approval of CABIC and is effective for 10 years. An application for renewal can be filed soon before expiration for 10 years. An application for renewal can be filed soon before expiration, for another 10-year period, and this can be followed by re-application for a further 10 years.

In some cases, subsidiaries of U.S. firms in countries with bilateral trademark agreements

with China may have already applied for trademark registrations in the PRC. American firms that have already registered trademarks through a foreign subsidiary located in a country that does have a bilateral agreement with China may, if they wish, use the assignment procedure in the Chinese Regulations to assign the trademark from the subsidiary back to the parent firm headquartered in the United States.

Under the PRC Regulations, the "owner" (i.e., holder) of the registration enjoys an exclusive right to its use. If the trademark is registered in the name of a subsidiary, only that subsidiary "owns" the right to use it, unless, under the above-mentioned assignment procedure, the subsidiary assigns the trademark to the parent corporation.

Currently, Canada, the United Kingdom, Sweden, Switzerland, Denmark, Finland, Italy, Belgium-Luxembourg, Netherlands, West Germany, New Zealand, Australia, East Germany, Norway, Czechoslovakia, Hungary, Greece, and France have reciprocal trademark registration agreements with the PRC

Other salient features of the PRC's "Trade Marks Measures and Rules" follow. Not registrable are words or markings similar to China's national flag or other official emblems or medals, similar to national flags or emblems of other countries, similar to marking of the Red Cross or Red Crescent and those "which have an ill effect politically." There are no opposition provisions, nor time limit for governmental processing of applications. A trademark registration may be cancelled where the quality of the product does not meet governmental requirements, where it is altered without governmental authority, where a registration has not been used for 1 full year and no permission for such nonuse has been granted, and where a third party applies for cancellation and, after examination of the reasons for this request by the Government, it approves the cancellation. For trademark registration purposes, there are 78 classes of goods. An application for a trademark for a medical product must be accompanied by a certificate approving the product's manufacture issued by the Health Department.

### *Inventions*

The PRC has no patent law. Procedures governing recognition of inventions and technology for use and compensation are embodied in the "Regulations on Awards for Inventions" and "Regulations on Awards for Technical Improvements," approved October 23, 1963, by the PRC State Council. These regulations replaced earlier Rules of 1950 and 1954 that had provided for certain patent rights. The new "Regulations" establish a system under which a party may apply to the state for official recognition of an invention or technical improvement. Should the state find the invention useful, the party is granted a registered certificate and given cash awards, and perhaps other bonuses based on the invention's use and value to the state. Technical improvements, if adopted, also qualify for cash awards and "commendation" based on their use. The state retains ownership of all such inventions and technology. Foreigners may apply and qualify for the above certificates and awards for their inventions and technology. There is no indication in the "Regulations" whether payments to foreigners are remittable. The PRC reserves the right to sell to foreigners, through its Ministry of Foreign Trade, those inventions that are authorized for sale by the State Scientific Commission.

Although there is no patent protection per se available to foreign firms in China, the Chinese have shown some willingness, on a case-by-case basis, to give contractual assurances to limit the use of the seller's technology within China and to prohibit the reexport of the technology to third countries.

### *Copyrights*

The PRC has not joined the Universal Copyright Convention or Berne Copyright Convention, or concluded any bilateral copyright protection agreement with the United States. So far as is known, U.S. authors have no copyright protection available in the PRC for their works first published outside that country. Thus, U.S.-authored books, plays, music and other literary and artistic works presumably may be freely copied, translated and reproduced in the PRC without authorization from or compensation to the U.S. copyright owner. For further information on the PRC's laws on the above subjects, contact the Foreign Business Practices Division, Office of Internationail Finance and Investment, U.S. Department of Commerce, Washington, D.C. 20230.

## Going to the PRC

### *Travel*

The PRC may be reached by the following international air service: Japan Air Lines, Pakistan International, Ethiopian, and Iran

Air, each twice weekly to Beijing and Swiss Air, Aeroflot, Tarom, and Air France, once a week; Swiss Air, Pakistan International, and Japan Air Lines, once a week to Shanghai. The Chinese airline, CACC, serves Tokyo, Moscow, Paris, Tehran, Karachi, and Bucharest. Regular CACC flights from Hong Kong to Guangzhou (Canton) began during the Fall 1978 Fair, thus ending the necessity of traveling by train to reach the Fair. In addition, in November 1978 hovercraft service from Hong Kong to Guangzhou was initiated.

### *Visas*

Visa applications may be made through the PRC Embassy in Washington, D.C. (normally allow 3 days for receipt) or through the China Travel Service (CTS) in Hong Kong or Kowloon (normally allow 4 days for receipt). Two copies of the visa form and four passport-sized photos are required.

To obtain a visa for a business visit, an invitation from a FTC or other government entity is usually required. Persons who have applied for visas and have not yet received them prior to arrival in Hong Kong should produce evidence that their visit has the concurrence of an official organization in China. Without such evidence, an invitation from the appropriate Chinese authorities must be negotiated, a process that could take considerable time.

### *Health*

For American travelers an International Vaccination Certificate bearing current smallpox and cholera entries is necessary; however, if a traveler is coming from areas where other diseases are endemic, appropriate inoculations may be required.

### *Currency Regulations*

The China Travel Service in Hong Kong or the inbound airline provides forms for declaring personal effects such as calculators, watches, jewelry and other items of value, in addition to the amounts of foreign currency (including traveler's checks) taken into China. This declaration is necessary for the exchange of traveler's checks or cash into Chinese currency.

Foreign currency (including American dollars and traveler's checks) may be changed by the People's Bank of China located in the customs building at the border, in hotels, or on the Hong Kong-to-Guangzhou train. Receipts for these transactions must be kept and turned in upon departure.

### *Personal and Prohibited Items*

Personal items essential to the visitor during the trip and in reasonable quantity may be brought into China. Small amounts of medicines, up to four bottles of foreign liquor, and up to 600 cigarettes may be brought in for personal consumption. Visitors may also receive medicines, liquor, or cigarettes through the mail, but the total value each time should not exceed 50 RMB; for visitors from Hong Kong and Macao the amount should not exceed 20 RMB.

Visitors may bring in a typewriter, a tape recorder, a film projector, a copying machine, and similar items necessary for conducting business in China. Such items will be exempt from customs duties if taken out of China on departure.

Certain items are prohibited entry into China including Chinese national currency, lottery or raffle tickets, and any books, journals, films, and tapes, which would be harmful to or cast aspersion on Chinese politics, culture and morals. Such items are subject to confiscation before entry.

## Visiting in the PRC

### *Travel Facilities*

Domestic air service consists of regular CACC air flights within the PRC. Trains are comfortable and efficient, although long distances may be involved. It takes 24 hours from Guangzhou to Shanghai, and 36 hours from Guangzhou to Beijing. Within the cities, taxis are available. Fare is usually 60 fen per kilometer but can vary. There is a minimum charge for 2 kilometers. Since it is impossible to hail a taxi from the street, it is advisable to keep one's taxi for short shopping trips, or arrange with the hotel to be met by one after meetings. In Guangzhou and Beijing, restaurants will call taxis for their patrons.

### *Accommodations*

Reservations can be made through Luxingshe (China International Travel Service), but frequently the host organization in the PRC selects one's hotel. Hotels are the Xin Chiao

and the Beijing Hotel in Beijing; the Peace Hotel, Qing Chiang, and Shanghai Mansions in Shanghai; and the Dong Fang Hotel in Guangzhou. Most offer rooms with bath or showers.

Hotels in Beijing cost approximately 50 Renminbi per day, and those outside Beijing charge 20–25 Renminbi daily.

### *Restaurants*

All hotels for foreigners offer both Western and Chinese food. There are many fine restaurants in Beijing including: The Large Beijing Duck, the Small Beijing Duck, the Capital, the Minorities, and a Mongolian restaurant in the Bei Hai Park. (See Appendix 4.) In Guangzhou, there are the North Garden (Pei Yuan), South Garden (Nan Yuan), Riverside (Pang Qi), Moslem (Hui Min), and Floating Restaurant. When taking a party to a restaurant, some meals may need to be ordered 12 to 24 hours in advance to allow for proper preparation. Hotels and Luxingshe can recommend good restaurants.

### *Sightseeing and Entertainment*

Inquiries may be made of the host organization, the sponsoring trade corporation, or Luxingshe concerning visits to places of historical interest. Some of the more popular are:

**Beijing.**—The Forbidden City, Temple of Heaven, the Summer Palace, the Valley of the Ming Tombs and the Great Wall.

**Guangzhou.**—Cultural Park, Island of Sha Mien, Cung Hua Hot Springs, and Martyrs Memorial Park.

There are frequent performances of the Chinese national opera, ballets, and theatre groups as well as sporting demonstrations. In addition, trips to nearby communes and factories can be arranged. Cars with drivers and guides may be hired through Luxingshe.

Generally, the initiative for entertainment should be left to the Chinese officials. Business visitors normally find it difficult to reciprocate. However, when one is entertained at a banquet, it is acceptable and often desirable to host a "return" banquet before departing for home. Normally the Chinese will provide assistance in arranging for the return banquet.

### *Social Customs*

In China, the family name is always mentioned first. Thus, Wang Fuming should be addressed as Mr. Wang.

Normally a visitor will be invited to dinner at a restaurant during his stay, most often by the organization that is sponsoring his visit. Dinner usually begins about 6:30 or 7 p.m. The guest should arrive on time or a little early. The host normally toasts his guest at an early stage in the meal with the guest reciprocating after a short interval. The usual procedure is to leave shortly after the meal is finished. The guest makes the first move to depart.

Tipping is forbidden. However, it is appropriate to thank the hotel staff and other service people for their efforts on your behalf. Generally, gifts should be of nominal value and presented to the host group; individual gifts are not necessary although little mementos of the occasion may be appreciated.

It is customary to present business cards, and it is helpful if one side is printed in Chinese. Presentation of cards may not be reciprocated. Cards may easily be printed in Chinese in Hong Kong.

Visitors should conduct themselves with restraint and refrain from loud boisterous actions.

### *Photography*

Generally, photographs are allowed although the Chinese may exhibit sensitivity to shots of airports, bridges, ports and the like or anything of military significance. If there is doubt as to the suitability of the subject, consult your tourist guide or a Chinese official before taking the picture. The Chinese generally allow undeveloped film to be taken out of the PRC, but reserve the right to make exceptions, and occasionally do.

Only certain brands of film can be processed in the PRC: Kodacolor (negative), Agfa Color and Sakura both positive and negative, Fuji Color only negative and Ektachrome only positive.

### *Dress*

It is cold in Beijing from December to March and visitors are advised to dress warmly. Since offices are not heated to levels most Americans are accustomed to, sweaters and even "long

johns" may provide real comfort. In the summer in North China and during the greater part of the year in the South, tropical or lightweight clothing may be worn. Visitors to the Guangzhou Fair dress informally in open-necked sport shirts and light-weight trousers. Women will probably feel most comfortable wearing pantsuits or slacks. A lightweight pullover may be useful in the evening. It is also advisable to take cool, comfortable footwear, a lightweight hat, and mosquito repellent.

### *Climate*

In North China the temperature ranges from 5°F in January to 104° in July and August. Exceedingly dry and dusty for most of the year, Beijing becomes rather humid during the rainy season of July and August. South China is subtropical and fairly hot until the end of October. The climate around Shanghai in East China is very similar to South China with much higher rainfall than Beijing. Spring and autumn are the best times to visit China, from the point of view of temperature. Dust storms can be expected in north China during April and May.

### *Language*

Chinese (also called Mandarin, Guo Yu, and Pu Tung Hua—common speech) is the national language, although several other dialects are frequently used, especially Cantonese in the South. The written language is uniform. Business visitors will find that the people with whom they negotiate either speak English or will have interpreters available. Luxingshe can advise business visitors on reliable translation services.

### *Time*

All of China as well as Hong Kong is on Beijing time, 12 hours ahead of EDT.

### *Public Holidays*

Official public holidays are Jan. 1—New Year, May 1—Labor Day, Oct. 1, 2—National Days. The 3-day Spring Festival (Chinese New Year) occurs in January or February, varying from year to year.

### *Hours of Business*

Government offices and corporations are open 8 a.m. to noon and 2 to 6 p.m. Monday through Saturday (with minor variations during the cold and hot seasons). Sunday is treated as a holiday. Appointments are rarely made before 9 a.m., and it is not advisable to seek a Friday afternoon appointment. The Chinese negotiate both in the morning and the afternoon. Business discussions tend to last longer than in the West.

Shops are open from 9 a.m. to 7 p.m. everyday, including Sunday. "Friendship Stores," for foreigners only, are located in major cities and carry a wide variety of Chinese goods, especially arts and crafts.

The U.S. Embassy is open from 8:30 a.m. to 5:30 p.m. Monday through Friday. A security officer is on duty 24 hours a day and may be contacted in an emergency. (See Appendix 3 for telephone number.)

### *Weights and Measures*

Most of the PRC's foreign trade is conducted in the metric system but domestic Chinese weights and measures should be understood:

1 jin (catty) = 1.102 pounds (or .5 kilograms)
1 dan (picul) = 0.0492 tons
1 mu = 0.1647 acres

The domestic Chinese measuring system is limited to agricultural accounting and shops dealing in agricultural produce.

### *Electricity*

Both single phase, 220V AC, 50 cycle and 3-phase 380V AC, 50 cycle power are in use. Plugs are normally 2 or 3 pin flat (5 amp), but in hotel rooms there is usually one connection for a 2-pin round continental-type plug. The bathrooms in the Beijing Hotel have 110V outlets.

### *Communication Facilities*

Telephone, telex and cable can be used for communicating with China's foreign trade corporations and with visitors to China. Telex and cable facilities at the Guangzhou Trade Fair may involve considerable delays due to the large number of businesspeople at the fair. Telephone services to Hong Kong have been excellent since the installation of a new coaxial cable. International telecommunications facilities in Beijing are easier to use because fewer foreign businessvisitors are trying to use them.

Telephone charges for a 3-minute call to China are $12 plus tax (early 1979). Telex facilities cost $3 per minute and there is a 3-minute minimum usage. Cable charges are 34 cents per word for the full rate and 17 cents per word for the night rate. (Charges from China to the United States appear to be similar).

Head offices of foreign trade corporations have both cable and telex facilities. Branch offices can be reached by cable. International cable credit cards are accepted.

Visitors to China can utilize public telex facilities in Beijing and Guangzhou but must punch their own tape. However, there is no provision for two-way telex service unless the receiving party is able to send a telex back immediately upon receipt of the incoming message before the direct circuit is closed.

The telephone system in Beijing and other cities is automatic. Domestic telecommunications charges are relatively inexpensive. In some cases, a domestic cable to a Chinese foreign trade corporation from a businessperson in China may facilitate communications.

### *Mail Service*

Mail from the United States can be sent directly to China either by surface or air. The rates as of January, 1979 are:

Airgram—22¢.

Letter (surface)—20¢ for 1 oz.; 36¢ for 1 to 2 oz.; 48¢ for 2 to 4 oz.; 96¢ for 8 to 12 oz.; $1.84 for 13 oz. to 1 lb.

Letter (air)—31¢ per ½ oz. up to 2 oz.; 26¢ per additional ½ oz.

Parcel (surface)—$2.34 for first 2 lbs; 59¢ each additional pound or fraction thereof.

Parcel (air)—$3.08 for first 4 oz.; $1.37 for each additional 4 oz. or fraction thereof.

Surface mail takes 6-8 weeks for delivery; airmail takes 7-9 days. Be sure to show the People's Republic of China as the country of destination when mailing to China.

It costs 60 fen to mail a post card from the PRC to the United States and 70 fen per ½ ounce for ail mail letters.

### *Emergency Contact of Visitors*

In the event it is necessary to contact a traveler in China on an emergency basis, it is best to notify the China Travel Service in Hong Kong or the U.S. Embassy in Beijing. (See Appendix 3 for phone numbers.)

### *Exit Procedures*

Before leaving the country, the traveler should exchange Chinese Yuan for foreign currencies, since Chinese money may not be taken out of the PRC.

Before exit, the traveler's declarations of personal belongings will again be checked. Valuable items such as watches, cameras, pens, and radios registered at the customhouse at entry must be brought out again on the visitor's return trip. Items forbidden to be taken out of the PRC will be confiscated. These include: Chinese national money; gold, platinum, silver and other precious metals such as personal ornaments (unless they had been declared at entry), any books, photos, tapes, or other media which pertain to Chinese national secrets; items of artistic value pertaining to the Chinese Revolution, history or culture. Permission of the Chinese Cultural Agency is necessary to export any ancient artistic items or books.

After clearing customs, the visitor must walk from the Chinese side of the border to the Hong Kong side if traveling by rail. If leaving via CAAC, the traveler will clear Chinese customs at Bai Yun airport in Guangzhou and must clear Hong Kong customs upon arrival at Kaitak Airport.

## Bibliography

### *Books*


Andors, Stephen. *China's Industrial Revolution: Policy, Planning and Management 1949 to the Present.* New York: Pantheon Books, 1977.

Barnett, A. Doak. *China and the Major Powers in East Asia.* Washington, D.C.: Brookings, 1977.

Cahill, Harry A. *The China Trade and U.S. Tariffs.* New York: Praeger, 1973.

Cail, Odile. *Fodor's Peking.* Edited by Eugene Fodor, rev. ed., New York: David McKay, 1973.

Chao, Kang. *The Construction Industry in Communist China. Chicago:* Aldine, 1968.

Chen, Nai-Ruenn and Galenson, Walter. *The Chinese Economy Under Communism.* Chicago. Aldine, 1969.

Cheng, Chu-yuan. *China's Petroleum Industry: Output Growth and Export Potential.* New York: Praeger, 1976.

Dingle, John. *Technical Selling in China.* Princeton: Roger Williams Technical and Economic Services, Inc., (Undated).

Eckstein, Alexander. *China's Economic Development: The Interplay of Scarcity and Ideology.* Ann Arbor, Mich.: University of Michigan Press, 1975.

Eckstein, Alexander. *China's Economic Revolution.* Cambridge: Cambridge University Press, 1977.

Fairbank, John K. *China Perceived: Images and Policies in Chinese-American Relations.* New York: Knopf, 1974.

Fairbank, John K. *The United States and China.* 3rd ed., Cambridge, Mass.: Harvard University Press, 1971.

Felber, John E. *The American's Tourist Manual for the People's Republic of China.* Newark, N.J.: International Trade Index, 1975.

Hsiao, Gene T. *The Foreign Trade of China: Policy, Law and Practice.* Berkeley: University of California Press, 1977.

Kaplan, Frederick, et al. *Encyclopedia of China Today.* Fair Lawn, N.J.: Eurasian Press, 1978.

Lardy, Nicholas R. *Economic Growth and Distribution in China.* Cambridge: Cambridge University Press, 1978.

Leng, Shao-chuan (ed.). *Post-Mao China and U.S.-China Trade.* Charlottesville, Va.: University Press of Virginia, 1977.

Lin, Hsien C. *The Petroleum Industry of the People's Republic of China.* Stanford, Calif.: Hoover Institution Press, 1975.

Liu, Jung-chao. *China's Fertilizer Economy.* Chicago: Aldine, 1971.

*Nagel's Encyclopedia-Guide to China.* New York: Paragon Book Gallery, Ltd., 1974.

Oksenberg, Michel, (ed), et al. *Dragon and Eagle: U.S.-China Relations Past and Future.* New York: Basic Books, 1978.

Perkins, Dwight H., ed. *China's Modern Economy in Historical Perspective.* Stanford, Calif.: Stanford University Press, 1975.

Perkins, Dwight (et al.) *Rural Small-Scale Industry in the People's Republic of China.* Berkeley: University of California Press, 1977.

PRC. *New China's First Quarter Century.* Beijing, China: Foreign Languages Press, 1975.

Szuprowicz, Bohdan and Maria. *Doing Business with the People's Republic of China: Industries and Markets.* New York: John Wiley & Sons, 1978.

U.S. Central Intelligence Agency. *People's Republic of China: Atlas.* Washington, D.C.: Government Printing Office, 1971.

U.S. Congress Joint Economic Committee. *China: Reassessment of the Economy.* Washington, D.C.: Government Printing Office, 1975.

U.S. Congress Joint Economic Committee. *China's Economy Post Mao.* Washington, D.C.: Government Printing Office, 1978.

Whitson, William W. *Doing Business with China: American Trade Opportunities in the 1970s.* New York: Praeger, 1974.

***Periodicals***

*Business China* published by Business International, Hong Kong.

*China Business Review* published bimonthly by the National Council for U.S.-China Trade Suite 350, 1050 17th Street, N.W., Washington, D.C. 20036.

*China Exchange Newsletter* published six times a year by the Committee for Scholarly Communication with the People's Republic of China, National Academy of Sciences, 2101 Constitution Avenue, N.W., Washington, D.C. 20418.

*The China Quarterly* published by the Contemporary China Institute, School of Oriental and African Studies, Malet Street, London WC1E 7Hp.

*China Reconstructs* published monthly in the People's Republic of China, distributed by Guozi Shudian, P.O. Box 399, Beijing, People's Republic of China.

*China Trade and Economic Newsletter* published monthly by Monitor Consultants, 25 Bedford Row, London WC1R 4HE, England.

*China Trade Report* published monthly by the Far Eastern Economic Review, Ltd., P.O. Box 47, Hong Kong.

*China's Foreign Trade* published quarterly in English in the People's Republic of China, distributed by Guozi Shudian, P.O. Box 399, Beijing, People's Republic of China.

*The Far Eastern Economic Review* published weekly by the Far Eastern Economic Review, Ltd., P.O. Box 160, Hong Kong.

*Jetro China Newsletter* published monthly by the Japan External Trade Organization, 2 Akasaka Aoi-cho, Minato-ku Tokyo, Japan.

*Beijing Review* published monthly in English in the People's Republic of China, distributed by Guozi Shudian, P.O. Box 399, Beijing, People's Republic of China.

*Special Reports* published irregularly by the National Council for U.S.-China Trade Council, Suite 350, 1050 17th Street, N.W., Washington, D.C. 20036.

*China's Economy and Foreign Trade, 1977-78* published by the Department of Commerce, for sale by the U.S. Government Printing Office (Stock No. 003-009-00262-1), Washington, D.C. 20402.

# Appendix 1

U.S. DOMESTIC EXPORTS TO CHINA -- JANUARY - NOVEMBER 1978
(OVER $10,000 VALUE)

| SCHEDULE B CODE | SCHEDULE E CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 1306540 | 0410040 | WHEAT,UNMILLED,NOT DONATED | 217,472,193 | 0 |
| 3001060 | 2631040 | COTTON NT CRD 1 TO 1-1/8 IN | 132,378,423 | 0 |
| 1303465 | 0440045 | YELLOW CORN, NOT DONATED | 51,905,534 | 0 |
| 3094242 | 2665200 | POLYESTER FIBERS NONCONTIN | 42,891,341 | 1 |
| 1765220 | 4232020 | SOYBEAN OIL, CRUDE, DEGUMMED | 26,117,742 | 0 |
| 4806005 | 5629520 | DIAMMONIUM PHOSPHATE FERTILI | 17,613,301 | 1 |
| 3001550 | 2631080 | COTTON OTH, 1-1/8 IN OR MORE | 16,878,927 | 0 |
| 1775640 | 4113040 | TALLOW, INEDIBLE | 11,657,449 | 0 |
| 4803000 | 5621840 | UREA | 11,512,120 | 1 |
| 6495040 | 6954175 | RCK DRL, CR BITS A KMRS NSPF | 9,658,427 | 1 |
| 1754100 | 2222040 | SOYBEANS, NSPF | 7,864,456 | 0 |
| 8640584 | 7239020 | PTS NSPF OIL/GAS DRILL MCH | 6,502,191 | 1 |
| 8604137 | 7135020 | DIESEL ENG NSPF 1001-1500 HP | 4,506,455 | 1 |
| 4807050 | 5622240 | CONCENTRATED SUPERPHOSPHATE | 3,795,750 | 1 |
| 8603040 | 7120050 | PARTS NSPF OF STEAM TURBINES | 3,365,319 | 1 |
| 8609490 | 7429000 | PTS NSPF OF PUMPS FOR LIQUDS | 2,569,502 | 1 |
| 2500284 | 2516000 | WD PLP,SP ALPHA, DSSLVG GRDS | 2,493,183 | 1 |
| 8921660 | 7822060 | TRUCK MOUNTED DRILLING EQUIP | 2,403,510 | 1 |
| 8839540 | 7413160 | PTS NSPF INDUS FURN OVEN ETC | 2,342,975 | 1 |
| 8920560 | 7821058 | OFF-HWAY TRKS N/MIL DIES NEW | 2,231,722 | 1 |
| 8923460 | 7224090 | TRAC WH TYP NSPF, OV 99 NEHP | 2,096,055 | 1 |
| 4860900 | 5177015 | FUNGICIDES, UNMIXED, NSPF | 1,942,109 | 1 |
| 8743250 | 7361520 | COMB BOR, DRILL ETC MCH HORZ | 1,926,779 | 1 |
| 7112420 | 8746025 | ARTCLE STRNGTH TEST EQP ELEC | 1,904,829 | 1 |
| 7125052 | 8746088 | ELEC QTY MEAS INST, RECORDNG | 1,818,123 | 1 |
| 5213110 | 3222020 | LOW VOLATILE BITUMINOUS COAL | 1,646,160 | 1 |
| 8611271 | 7437020 | PARTS, AIR & GAS COMPRESSORS | 1,576,376 | 1 |
| 2500225 | 2518200 | WD PLP,SULPHITE,BLCHD,NSPF | 1,557,914 | 1 |
| 4331066 | 5982090 | LUB OIL A GREAS ADD MIX NSPF | 1,555,814 | 1 |
| 7102820 | 8746011 | GEOPHYSICAL INST & PTS, ELEC | 1,547,502 | 1 |
| 8920570 | 7821054 | ON-HWY TRKS N/MIL GV 44000 | 1,529,848 | 1 |
| 3100010 | 6514400 | POLYESTER CONT TEXTURED YARN | 1,305,519 | 1 |
| 4868900 | 5910055 | HERBICIDE PREP, NSPF | 1,197,219 | 1 |
| 8743592 | 7367050 | METAL FORMING MACHINES, NSPF | 1,183,651 | 1 |
| 8743550 | 7361980 | BROACHING MACH, METALCUTTING | 1,116,880 | 1 |
| 3094245 | 2665300 | ACRYLIC FIBER NONCONTINUOUS | 1,074,393 | 1 |
| 4441620 | 5881320 | POLYETHY RESIN HIGH DENSITY | 1,070,970 | 1 |
| 7118710 | 8746066 | CHEM ANALYSIS EQ ELEC & PTS | 1,029,779 | 1 |
| 6802210 | 7492022 | TAPS ETC IRN/STL GA O 2.5% C | 928,027 | 1 |
| 8785090 | 7286804 | MACHINES, N.S.P.F. | 912,075 | 1 |
| 3578020 | 6537500 | CELLULOSIC TIRE FABRICS | 887,848 | 1 |
| 8640586 | 7239030 | PTS NSPF BORING/DRILLING MCH | 848,462 | 1 |
| 8605460 | 7149920 | PARTS OF INDUST GAS TURBINES | 802,937 | 1 |
| 4862600 | 5177055 | METHYL PARATHION | 793,122 | 1 |
| 8923240 | 7224020 | CON OFFHWY WH TRAC 300-499HP | 788,269 | 1 |
| 7118054 | 8746052 | LIND CNTRL INST NELEC IND PR | 756,687 | 1 |
| 8923800 | 7843050 | PARTS, NSPF, OF TRACTORS | 732,455 | 1 |
| 8605440 | 7139070 | PTS NSPF, TRACTOR DIESEL ENG | 684,790 | 1 |
| 8743240 | 7361510 | VERT BOR MACH INC VET LATH | 681,937 | 1 |
| 8762700 | 7522000 | DIGITAL ELECTRONIC COMPT ETC | 671,014 | 1 |
| 8921680 | 7822080 | SPEC PUR VEH NONMIL NSPF | 663,822 | 1 |

## Appendix 1—Continued

U.S. DOMESTIC EXPORTS TO CHINA -- JANUARY - NOVEMBER 1978
(OVER $10,000 VALUE)

| SCHEDULE B CODE | SCHEDULE E CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 6749002 | 7373180 | PARTS FOR MACH & APPL, NSPF | 646,387 | 1 |
| 7244565 | 8983150 | COMPUTER TAPE, UNRECORDED | 641,504 | 1 |
| 4862900 | 5177065 | INSECTICIDES, UNMIXED, NSPF | 631,798 | 1 |
| 6680820 | 7259100 | PTS OF PULP & PAPER MAK MCHS | 590,370 | 1 |
| 4442520 | 5881645 | POLYMERIZ, COPOLYMERIZ TYPE | 581,488 | 1 |
| 4722500 | 5256040 | CARBON BLACK INCL THERMAL | 546,400 | 1 |
| 6854075 | 7649960 | TAPE RECRDRS NSPF & PTS NSPF | 532,544 | 1 |
| 3578040 | 6533500 | NONCELLULOSIC TIRE FABRICS | 524,454 | 1 |
| 4043000 | 5172036 | AMINES & THEIR DERIVATIVES | 523,278 | 1 |
| 4183300 | 5253440 | CALCIUM COMPOUNDS, NSPF | 520,493 | 1 |
| 4331095 | 5988055 | MIX & PREP NSPF | 514,749 | 1 |
| 4216200 | 5253774 | SODIUM COMPOUNDS, NSPF | 512,558 | 1 |
| 6745440 | 7369040 | PARTS, NSPF,OF MET-FOR MCHTL | 488,132 | 1 |
| 7118750 | 8746071 | PHYSICAL ANAL EQ ELEC & PTS | 459,552 | 1 |
| 6856046 | 7648340 | RADIO NAV RECEPT APPARA NSPF | 453,596 | 1 |
| 6826064 | 7712060 | ELEC GEN EQ NSPF & PTS NSPF | 452,463 | 1 |
| 6079030 | 6716560 | FERROVANADIUM OV 35% VANADUM | 450,631 | 1 |
| 6605445 | 7139080 | PTS NSPF, DIESEL ENG NSPF | 449,657 | 1 |
| 6802205 | 7492020 | TAPS ETC IRN/STL CK C 2.5% C | 445,199 | 1 |
| 2527810 | 6413120 | KRAFT LINERBOARD, UNBLEACHED | 438,048 | 1 |
| 6802030 | 7492008 | TAPS CUP GATE ETC 125 LBS OV | 419,700 | 1 |
| 4231020 | 5253930 | CHROMIC ACID | 407,362 | 1 |
| 6826050 | 7712020 | ELEC RECTIFYING APPARATUS | 397,658 | 1 |
| 6802230 | 7492032 | TAPS ETC IRN/STL,NSPF,0 2.5% | 397,053 | 1 |
| 4209800 | 5253742 | SOD CHROMATE & DICHROMATE | 381,214 | 1 |
| 7118046 | 8746048 | LIQUID CNTRL INST ELC IND PR | 380,847 | 1 |
| 6921400 | 7822030 | FIRE ENGINES | 380,000 | 1 |
| 6626015 | 7452730 | STEAM & BLAST CLEAN MCH NSPF | 360,211 | 1 |
| 7125045 | 8746086 | EQUIP NSPF TEST ELEC CIRCUIT | 360,101 | 1 |
| 6926060 | 7843094 | PTS NSPF NON SLF-PROPLD VEH | 359,017 | 1 |
| 4331035 | 5989840 | COMPOUND CATALYSTS, NSPF | 354,942 | 1 |
| 6640513 | 7234014 | DRILL & BORING MACH, NSPF | 336,136 | 1 |
| 6921640 | 7822050 | HYDRAULIC CRANES, TRUCK MTD | 334,000 | 1 |
| 6617060 | 7416042 | MACHS TREAT CHEM TEMP CHANGE | 323,875 | 1 |
| 6743564 | 7367030 | METALCUTTING MACH TOOLS NSPF | 300,000 | 1 |
| 1008300 | 0013000 | SWINE, LIVE | 296,698 | 0 |
| 6619850 | 7438060 | WATER FILTER, SOFTEN EQ ETC | 292,988 | 1 |
| 4331020 | 5982030 | TETRA (METHYL-ETHYL) LEAD | 290,632 | 1 |
| 6876036 | 7764025 | IC>S MONOLITHIC BIPOLAR TTL | 287,926 | 1 |
| 6640587 | 7239040 | PTS NSPF SHOVELS,DRGLNES ETC | 287,412 | 1 |
| 4873020 | 5178060 | RUBBER-PROC CHEM* ACCEL, ETC | 284,544 | 1 |
| 6662570 | 7272060 | FOOD PROCES MACH & PTS NSPF | 276,745 | 1 |
| 6619870 | 7438080 | FILTERING & PURIF EQUIP NSPF | 275,299 | 1 |
| 6859039 | 7721030 | GLASS CRTRDGE FUSE UN 2300 V | 269,865 | 1 |
| 4345010 | 2924020 | GINSENG ROOT CRUDE | 265,000 | 0 |
| 7101820 | 8746010 | METEOROLOGCL & HYDRO INST ELEC | 262,100 | 1 |
| 6826052 | 7712030 | COILS & INDCTRS MTRS GEN ETC | 260,551 | 1 |
| 4152200 | 5251025 | FLUORINE, BROMINE & IODINE | 249,672 | 1 |
| 6922985 | 7843046 | PTS, NSPF, OF MOTOR VEHICLES | 246,843 | 1 |
| 6876089 | 7768980 | PTS OF ELECTRON CRYSTAL COMP | 242,991 | 1 |
| 4042260 | 5172032 | POLYCARBOX ACID ETC NSPF | 240,416 | 1 |

## Appendix 1—Continued

U.S. DOMESTIC EXPORTS TO CHINA -- JANUARY - NOVEMBER 1978
(OVER $10,000 VALUE)

| SCHEDULE B CODE | SCHEDULE E CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 6859090 | 7721078 | PTS ELC SWTCH RELAY ETC NSPF | 232,128 | 1 |
| 6743572 | 7362200 | BEND AND FORM MACH METAL FOR | 227,547 | 1 |
| 6946566 | 7929060 | PTS NSPF FOR AIR/SPACE CRAFT | 223,154 | 1 |
| 4591900 | 5176080 | CHEM COMPS FOR FLAV ETC NSPF | 203,000 | 1 |
| 4043500 | 5172036 | AMINES HAV 1 O MORE OXY FUNC | 201,696 | 1 |
| 7118014 | 8746035 | TEMP INSTMT INDUS PROC NELEC | 192,752 | 1 |
| 6611040 | 7434080 | PARTS, NSPF, FAN & BLOWER | 191,553 | 1 |
| 6084340 | 6732025 | ALLOY HOT FORMED BARS, NSPF | 188,568 | 1 |
| 1201400 | 2111020 | CATTLE HIDES, WHOLE | 188,419 | 0 |
| 6926040 | 7861435 | OFF-HWY TRLRS & WAGNS EX FRM | 180,000 | 1 |
| 4041840 | 5172016 | RESORCINOL | 176,954 | 1 |
| 7118062 | 8746057 | DISPLAY INST ETC, ELECT SIGL | 173,315 | 1 |
| 6852765 | 7649350 | RADIO EQUIP NSPF & PTS NSPF | 168,635 | 1 |
| 6923355 | 7224076 | AGR TRAC WH TYP OV 179 PTOHP | 168,067 | 1 |
| 6603024 | 7120020 | STEAM TURBINES N/OV 5000 HP | 165,195 | |
| 6884060 | 7788860 | ELEC APPAR & ELEC PARTS NSPF | 161,463 | 1 |
| 6802270 | 7492048 | TAPS, ETC HAND OPERATED NSPF | 157,944 | 1 |
| 4448000 | 5881750 | ARTIF MIXT TWO OR MORE PLAST | 157,049 | 1 |
| 7215020 | 8852920 | WATCH MOVEMENT PARTS | 156,534 | 1 |
| 7091655 | 7741050 | ELECTROCARDIOGRAPHS | 156,320 | 1 |
| 7125035 | 8746084 | WAVE FORM MEAS EQ & PTS NSPF | 152,792 | 1 |
| 6923340 | 7224055 | AGR TRAC WH TP 120-139 PTOHP | 148,968 | 1 |
| 7087800 | 8710640 | ELECTRON & SIM MICRO&DIFF AP | 147,262 | 1 |
| 7102840 | 8741240 | GEOPHYSICL INST & PTS, NELEC | 145,667 | 1 |
| 6626035 | 7452760 | POWER SPRAYRS & DUSTRS FARM | 142,769 | 1 |
| 6106030 | 6785012 | CST IR FTTGS NT MAL F THRD P | 142,719 | 1 |
| 6803593 | 7491056 | TAPER ROLLER BEARINGS & PRTS | 142,524 | 1 |
| 6617075 | 7416048 | MACHS TREAT MATRL NSPF & PTS | 136,988 | 1 |
| 6103920 | 6786034 | SMLS LINE PIPE, IR-ST EX ALY | 125,771 | 1 |
| 7091670 | 7741080 | ELECTRO-MEDICAL APPARAT NSPF | 121,743 | 1 |
| 6854050 | 7638140 | TAPE RECORDERS, VIDEO, COLOR | 121,450 | 1 |
| 4874500 | 5988070 | MIXTURES & PREP, ORG & INORG | 120,256 | 1 |
| 7118066 | 8746033 | TEMP INSTMT INDUST PROC ELEC | 119,584 | 1 |
| 6762870 | 7526090 | COMMUN & PERIPHERAL EQ ETC | 118,033 | 1 |
| 6130550 | 6822580 | PIPES, UNAL CU NSPF EX PLMBG | 115,876 | 1 |
| 7125020 | 8746081 | VOLT CURRENT RESIST TEST EQP | 114,282 | 1 |
| 4925240 | 3351260 | PETROLEUM WAX, UNBLEND, NSPF | 111,283 | 1 |
| 4010500 | 5171045 | OTH NITRO COMP INCL CARB ETC | 110,140 | 1 |
| 4043920 | 5172042 | TOLUENEDIISOCYANATES | 109,740 | 1 |
| 4331044 | 5982050 | FUEL OIL ADDITIVE PREP, NSPF | 109,648 | 1 |
| 6802280 | 7492050 | PARTS FOR TAPS ETC HND OPER | 108,365 | 1 |
| 6660041 | 7212220 | COMBINES,SELF-PROPELLED | 106,415 | 1 |
| 7125055 | 8746090 | ELC QTY MEAS INST, NRECORDNG | 103,895 | 1 |
| 6802749 | 7492066 | PARTS F TAPS ETC EX HND OPER | 101,140 | 1 |
| 4043940 | 5172044 | NITROGEN FUNC COMP ETC NSPF | 100,848 | 1 |
| 6846440 | 7644050 | TELEGRAPH APPARAT/PARTS NSPF | 99,667 | 1 |
| 6846420 | 7644040 | TELEPRINT/TELETYPEWRITE MACH | 96,683 | 1 |
| 4461521 | 2331740 | NEOPRENE RUBBER | 93,600 | 1 |
| 4442530 | 5881650 | THERMOPLASTIC RESINS, NSPF | 93,302 | 1 |
| 6605250 | 7131900 | PTS NSPF OF PISTON A/C ENG | 92,393 | 1 |
| 6613598 | 7414960 | PARTS NSPF F REFRIG EQ NSPF | 90,580 | 1 |

## Appendix 1—Continued

U.S. DOMESTIC EXPORTS TO CHINA -- JANUARY - NOVEMBER 1978
(OVER $10,000 VALUE)

| SCHEDULE B CODE | SCHEDULE E CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 6859038 | 7721028 | ELEC SWITCHES & RELAYS, NSPF | 90,502 | 1 |
| 7118030 | 8746042 | DIAL PRESS GAGS INDUS PR ETC | 89,564 | 1 |
| 6884010 | 7788826 | SIGNAL GENERATORS | 88,352 | 1 |
| 6403820 | 6924560 | TANKS OV 75GAL CAP F STG MFG | 88,238 | 1 |
| 6745430 | 7369030 | PARTS, NSPF,OF MET-CUT MCHTL | 87,759 | 1 |
| 7125032 | 8746083 | OSCILLSCPES OSCILLGRPH & PTS | 87,747 | 1 |
| 6802228 | 7492030 | TAPS ETC IRN/STL BT 2.5% C | 87,537 | 1 |
| 6802225 | 7492028 | TAPS ETC IRN/STL BL 2.5% C | 86,179 | 1 |
| 7101040 | 8746008 | NAVIGATIONAL INST NSPF, ELEC | 84,237 | 1 |
| 2703080 | 8921155 | TECHNCL,SCIENTFC,PRFSSNL BKS | 82,699 | 1 |
| 6765560 | 7599040 | PARTS OF ADP MACHINES A UNIT | 82,302 | 1 |
| 6923330 | 7224045 | AGR TRAC WH TYP 80-99 PTO HP | 80,610 | 1 |
| 6103020 | 6786004 | LINE PIPE WLD ST NT AL D CST | 80,340 | 1 |
| 6803595 | 7491080 | ROLLER BEAR ETC,PARTS, NSPF | 79,923 | 1 |
| 6617600 | 7435000 | CENTRIFUGES & PARTS, NSPF | 79,073 | 1 |
| 6601526 | 7119900 | PARTS NSPF, AUX PLANT BLR TY | 78,670 | 1 |
| 6089135 | 6748260 | ALLOY STL SHETS CLD RLD NSPF | 78,653 | 1 |
| 6612380 | 7415010 | AIR-COND MACHY & PARTS NSPF | 77,513 | 1 |
| 6859068 | 7721060 | TERMNLS & ELC SPLCRS/COUPLRS | 76,832 | 1 |
| 7125040 | 8746085 | COMBNTN ELEC CHARC MEAS EQP | 75,849 | 1 |
| 6802020 | 7492006 | TAPS COP CHECK ET 125 LBS OV | 75,775 | 1 |
| 7223620 | 8812920 | MOVIE CAMERA PARTS NSPF | 75,474 | 1 |
| 6802040 | 7492010 | TAPS COP GLOBE ETC 125 LBS | 74,876 | 1 |
| 6470860 | 6991335 | BUILDERS> HARDWARE, NSPF | 73,988 | 1 |
| 7121520 | 8746078 | RADIATION MEAS/DETECT INSTMT | 73,734 | 1 |
| 6762820 | 7523000 | DIGITAL CENTRAL PROCESS ETC | 72,130 | 1 |
| 2704000 | 8921175 | BOOKS, NSPF | 72,469 | 1 |
| 7223640 | 8811900 | STILL CAMERA PARTS NSPF | 71,302 | 1 |
| 2703085 | 8928620 | CATALOGS | 70,815 | 1 |
| 4171900 | 5253320 | ALUMINUM COMPOUNDS NSPF | 70,400 | 1 |
| 6106056 | 6785015 | CAST IR PIPE & TBE FTGS NSPF | 69,274 | 1 |
| 6870043 | 7764040 | IC>S MONLTHC EX BIPOLAR, MOS | 68,133 | 1 |
| 7118022 | 8746039 | VAC ETC INSTMT IND PROC ELEC | 66,881 | 1 |
| 6605270 | 7139040 | PTS NSPF, GASOLINE ENG NSPF | 63,329 | 1 |
| 6494590 | 6954220 | INSKTS F INTRCHNBL MIL CU TL | 62,524 | 1 |
| 6640588 | 7239060 | PTS NSPF EXCAVATING MCH NSPF | 62,337 | 1 |
| 4441000 | 5881605 | PETROL HYDROCARBON RESIN ETC | 62,215 | 1 |
| 6826040 | 7163000 | MOTOR GEN & ROTATNG CONVRTRS | 60,669 | 1 |
| 4713040 | 5312340 | DISPERSE DYES | 59,555 | 1 |
| 7118730 | 8746068 | CHROMTGRPHC INST NELEC & PTS | 59,410 | 1 |
| 6857050 | 7788260 | SIGNAL EQ EXC RR RLWY & PTS | 54,317 | 1 |
| 6640524 | 7442820 | TRACT-SHOV LDRS, NSPF, NEW | 53,938 | 1 |
| 3854640 | 6581040 | MMF BAGS SACKS CONTAINERS | 52,020 | 1 |
| 6604133 | 7135010 | DIESEL ENGNS NSPF 201-500 HP | 50,888 | 1 |
| 6745405 | 7308060 | WORK HOLD & POSIT DEVICE ETC | 50,463 | 1 |
| 6601040 | 7119140 | PARTS NSPF OF VAPOR GEN BLRS | 49,515 | 1 |
| 7089400 | 8710960 | OPTICAL APPL INST ETC & PTS | 49,468 | 1 |
| 6660034 | 7212320 | HAYING MACHINES NSPF | 48,748 | 1 |
| 6660024 | 7211220 | PLANTING MACHINES | 47,977 | 1 |
| 6531700 | 6996580 | WLDG RODS, WIRE ETC NSPF | 47,404 | 1 |
| 6846210 | 7644010 | TELEPHN SWICHBD EQ & PT NSPF | 46,952 | 1 |

## Appendix 1—Continued

U.S. DOMESTIC EXPORTS TO CHINA -- JANUARY - NOVEMBER 1978
(OVER $10,000 VALUE)

| SCHEDULE B CODE | SCHEDULE E CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 6876015 | 7762030 | MICROWAVE TUBES, MAGNETRON | 46,405 | 1 |
| 7091620 | 7741040 | ELEC-MED THERAPTC DEVCE NSPF | 46,100 | 1 |
| 6611251 | 7431025 | AIR COMP STAT-15 HP & UNDER | 46,000 | 1 |
| 6103420 | 6786018 | SS PRSSUR TUBG, PIPE, WELDED | 44,824 | 1 |
| 6640546 | 7234036 | DTCHRS-TRNCHRS EXC LOOK TYPE | 42,614 | 1 |
| 6856042 | 7648330 | RAD NAV RECEPT APPARA AIRCFT | 41,950 | 1 |
| 6745420 | 7369020 | PARTS OF MACH TOOL FOR HOBGR | 41,012 | 1 |
| 7118002 | 8746031 | CONTRL INST HEAT SY ETC & PT | 40,922 | 1 |
| 1454300 | 0577440 | ALMONDS,SHELLED,NOT BLANCHED | 39,820 | 0 |
| 6747427 | 7451960 | PARTS & ATTACH, NSPF, ETC | 38,670 | 1 |
| 6303588 | 7491050 | PARTS OF BALL BEARINGS | 37,664 | 1 |
| 7725115 | 6252000 | PN TRUCK ETC TIRES, NEW | 37,540 | 1 |
| 6802215 | 7492024 | TAPS ETC IRN/STL GL 2 2.5% C | 37,304 | 1 |
| 6921650 | 7442270 | HYDRAUL CRANES,MOBILE,NSPF | 36,764 | 1 |
| 8181000 | 9310140 | US VALUE REPAIRS TEMP IMPORT | 35,696 | 1 |
| 1266100 | 2925062 | ONION SEED | 34,230 | 0 |
| 6923345 | 7224060 | AGR TRAC WH TP 140-159 PTOHP | 33,275 | 1 |
| 6660011 | 7211320 | CULTIVATRS TRCTR DRWN OR MTD | 32,547 | 1 |
| 6660044 | 7212370 | HARVESTING MACHINES, NSPF | 32,344 | 1 |
| 6617015 | 7416016 | STERILIZERS & AUTOCLAVES PTS | 30,625 | 1 |
| 6612370 | 7414114 | CENTRAL STATION AIR-HAND UNT | 30,459 | 1 |
| 3001030 | 2631020 | COTTON NT CRD OR CMB UN 1 IN | 30,388 | 0 |
| 7125025 | 8746082 | FREQ TEST APPARATUS & PARTS | 30,382 | 1 |
| 7118740 | 8746069 | CHEM ANAL EQ NONELEC NSPF | 29,675 | 1 |
| 5351000 | 7732320 | PORCELAIN INSULATORS | 28,880 | 1 |
| 6660048 | 7863040 | FARM WAGONS AND CARTS | 28,867 | 1 |
| 7119240 | 8746077 | PARTS NSPF, REV COUNTERS ETC | 28,743 | 1 |
| 6856025 | 7648320 | RADAR APPARATUS, NSPF | 28,706 | 1 |
| 6465520 | 6940030 | BOLTS, STDS, STDNG IR OR STL | 28,414 | 1 |
| 6876031 | 7764020 | ICS MONOLTHC LINEAR(ANALOG) | 28,286 | 1 |
| 6762860 | 7526080 | INPUT OUTPUT & COMBIN ETC | 28,264 | 1 |
| 6660026 | 7211240 | SEEDING MCH INCLUDING DRILLS | 27,620 | 1 |
| 6883520 | 7732130 | ELEC COND FITTING IRN & ST N | 27,154 | 1 |
| 6783557 | 7286842 | PARTS FOR TIRE BUILDING MACH | 27,000 | 1 |
| 6619820 | 7438040 | DUST COLLECT & AIR PUR EQUIP | 26,158 | 1 |
| 7118720 | 8746067 | SPECTROMTRC INST NELEC & PTS | 25,350 | 1 |
| 6923335 | 7224050 | AGR TRAC WH TP 100-119 PTOHP | 25,120 | 1 |
| 6852085 | 7649330 | TV APPARAT NSPF & PARTS NSPF | 24,691 | 1 |
| 6517560 | 6954280 | SETS NSPF (2 O MOR DIF TLS) | 24,115 | 1 |
| 7726280 | 8910150 | HOSE, ETC NSPF, RUBR & PLAST | 24,054 | 1 |
| 6824545 | 7164050 | MOTORS, AC, 21 TO 200 HP | 23,774 | 1 |
| 2703040 | 8921125 | DICTIONARIES AND THESAURUSES | 23,759 | 1 |
| 6609425 | 7424022 | RECIPROCATING PUMPS, NSPF | 23,467 | 1 |
| 6745005 | 7369010 | TOOL HOLDERS, NSPF, ETC | 22,653 | 1 |
| 6529190 | 6911085 | STRCTRS & PTS IR A STL NSPF | 22,534 | 1 |
| 6802242 | 7492036 | TAPS ETC IRN/STL GA 2.5% UND | 21,452 | 1 |
| 6749001 | 7373160 | GAS-OPER WELD ETC, NSPF | 21,432 | 1 |
| 6782022 | 7283920 | PARTS & ATACH, NSPF, ET PORT | 21,084 | 1 |
| 6534080 | 8121045 | COOKING APPARATUS, NSPF | 20,756 | 1 |
| 6921030 | 7810020 | PASSENGER CARS, OV 6 CYLINDR | 20,070 | 1 |
| 6853970 | 7649940 | PARTS OF TAPE PLAYERS, NSPF | 20,010 | 1 |

## Appendix 1—Continued

U.S. DOMESTIC EXPORTS TO CHINA -- JANUARY - NOVEMBER 1978
(OVER $10,000 VALUE)

| SCHEDULE B CODE | SCHEDULE E CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 6859048 | 7721040 | CONNECTORS, COAXIAL | 20,000 | 1 |
| 6088120 | 6743000 | ALLOY HOT RLD PLATES, NSPF | 19,872 | 1 |
| 6852075 | 7649325 | TV APPARA FOR CABLE TV & PTS | 19,858 | 1 |
| 6660031 | 7212310 | HAY BALERS | 19,799 | 1 |
| 6660034 | 7211140 | MOLDBOARD PLOWS | 19,397 | 1 |
| 7096120 | 7742010 | X-RAY TUBES | 19,100 | 1 |
| 6617005 | 7416012 | NONMIXING PRUCES VESS & PTS | 18,846 | 1 |
| 6859055 | 7722000 | PRINTED CIRCUIT BOARDS | 18,687 | 1 |
| 7244575 | 8983170 | COMPUTER DISCS, UNRECORDED | 18,596 | 1 |
| 6876046 | 7764045 | ICS MONLTHC EX BIPOLAR NSPF | 18,523 | 1 |
| 6921015 | 7810010 | PASSNGR CARS,NEW,6 CYL & UND | 18,427 | 1 |
| 7725150 | 6257050 | PN OFF-HIGHWAY TIRES NSPF NW | 17,945 | 1 |
| 1912000 | 2919550 | MARINE ANIMAL PRODUCTS, NSPF | 17,850 | 1 |
| 6844091 | 7758940 | PTS NSPF ELEC STOR WTR HTRS | 17,284 | 1 |
| 7714400 | 5886160 | FILM ETC, POLYETHYLENE | 17,195 | 1 |
| 6861030 | 7723015 | VAR RESISTRS & POTNTMTR WRWD | 17,185 | 1 |
| 6876025 | 7763010 | SIGNAL TRANSISTORS | 17,124 | 1 |
| 2707400 | 8928680 | ADVERTISNG PRINT MATTER NSPF | 16,599 | 1 |
| 2749540 | 8928800 | PRINTED MATTER, NSPF | 16,000 | 1 |
| 6108054 | 6785082 | FITTINGS NSPF OF IRN OR STL | 15,930 | 1 |
| 6762855 | 7526070 | PRINTERS FOR A.D.P. | 15,900 | 1 |
| 6876021 | 7762045 | LIGHT-SENSING ELECTRNIC TUBE | 15,669 | 1 |
| 6129920 | 2882120 | ALLOYED COPPER WASTE A SCRAP | 15,574 | 1 |
| 7096640 | 7742060 | RADIATN MEASMNT EQ ETC & PTS | 15,440 | 1 |
| 7229540 | 8813950 | ST FILM FINISH EQUIPMNT NSPF | 15,150 | 1 |
| 6876087 | 7768960 | CMPS, DICE, WAF, SEMICON PTS | 15,137 | 1 |
| 6606840 | 7188050 | PTS, WATER WHEEL, TURB & ENG | 15,000 | 1 |
| 2042680 | 6351360 | WDN PKG BXS,ETC,NSPF,ASSM/NT | 15,000 | 1 |
| 6884030 | 7788840 | PTS, NSPF, OF ELECT CAPACTRS | 14,720 | 1 |
| 6662510 | 7272020 | MEAT/POULTRY PROC MACH & PTS | 14,662 | 1 |
| 6495100 | 6954180 | INTRCHGBL TOOLS NSPF F H C M | 14,585 | 1 |
| 6609470 | 7428840 | TURBINE PUMPS F LIQUIDS NSPF | 14,000 | 1 |
| 6871050 | 7782580 | ELEC DISCHARGE LAMPS, NSPF | 13,939 | 1 |
| 7118020 | 8746040 | VAC ETC INSTMTS, ELEC, NSPF | 13,904 | 1 |
| 7091690 | 7741090 | PTS NSPF ELEC-MED & THER APP | 13,744 | 1 |
| 1230000 | 2116000 | SHEEP,ETC,SKNS,WHL,FOR FURS | 13,643 | 0 |
| 6861035 | 7723020 | VAR RESISTRS & POTNTMTR NSPF | 13,558 | 1 |
| 6107515 | 6785025 | CST IR FITTNGS, MALABLE NSPF | 13,195 | 1 |
| 4165500 | 5252080 | INORGANIC ACIDS NSPF | 13,162 | 1 |
| 7231550 | 8822645 | ST AMATEUR FILM, UNEXPOSED | 12,871 | 1 |
| 6857070 | 7786330 | BURGLR & FIRE ALRM & PT NSPF | 12,847 | 1 |
| 6802730 | 7492050 | SOLENOID VALVES | 12,648 | 1 |
| 6785065 | 7286832 | MACHS, PROD & ASSEM SEMICOND | 12,494 | 1 |
| 7244585 | 8983190 | MAGN MEDIA NSPF, UNRECORDED | 12,487 | 1 |
| 6802741 | 7492058 | PNEUMATIC CONTROL VALVES,ETC | 12,400 | 1 |
| 2703070 | 8921145 | TEXTBOOKS | 12,374 | 1 |
| 6572180 | 6997370 | ARTICLES OF IRON/STEEL, NSPF | 12,373 | 1 |
| 1010220 | 0014010 | CHICKENS, BREEDER STOCK,LIVE | 12,010 | 0 |
| 6660060 | 7211160 | DISC PLOWS | 11,892 | 1 |
| 7732540 | 8910965 | GASKETS NSPF, RUBBER ETC | 11,013 | 1 |
| 6923325 | 7224040 | AGR TRAC WH TYP 60-79 PTO HP | 11,006 | 1 |

## Appendix 1—Continued

U.S. DOMESTIC EXPORTS TO CHINA -- JANUARY - NOVEMBER 1976
(OVER $10,000 VALUE)

| SCHEDULE B CODE | SCHEDULE E CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 4743750 | 5334515 | INDUSTRIAL PAINTS AND ENAMEL | 10,919 | 1 |
| 6762825 | 7526010 | RANDOM ACESS AUX STOR UNITS | 10,700 | 1 |
| 6871030 | 7782570 | MERCURY VAPOR DISCHRGE LAMPS | 10,470 | 1 |
| 6920506 | 7821006 | TRKS NONMIL NEW GAS 6000 UN | 10,402 | 1 |
| 6609480 | 7428860 | PUMPS FOR LIQUIDS, NSPF | 10,395 | 1 |
| 6857065 | 7788320 | INDICTR PNLS NSPF & PTS NSPF | 10,368 | 1 |
| 7112440 | 8747200 | ARTCLE STRNGTH TEST EQ NELEC | 10,307 | 1 |
| 6763024 | 7518240 | PHOTOCOPYING MACHINES, NSPF | 10,153 | 1 |
| 6847030 | 7642060 | AUDIO FREQ ELEC AMPS/PREAMPS | 10,142 | 1 |
| 3212915 | 6522635 | COTTON OTHER SHEETING BH CCL | 10,083 | 1 |
| 7723010 | 6123025 | FOOTWEAR PTS, RUBR & PLASTIC | 10,017 | 1 |
| 7118075 | 8746060 | GAS VAR INST, NELEC IND PROC | 10,000 | 1 |
| 1911520 | 2919540 | BULL SEMEN (BOVINE) | 10,000 | 0 |
| COUNTRY TOTAL | | | 647,002,059 | |
| FINAL TOTALS | | | 647,002,059 | |

319 RECORDS TOTALED

## Appendix 2

U.S. GENERAL IMPORTS FROM CHINA -- JANUARY - NOVEMBER 1978
(OVER $50,000 VALUE)

| TSUSA CODE | SCHEDULE A CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 3202032 | 6521733 | PC SHIRT NES WH COT NFBC | 19,751,741 | 1 |
| 6220200 | 6871020 | TIN OTHER THAN ALLOYS UNWGRT | 15,493,584 | 1 |
| 1861560 | 2919640 | FEATHERS NT MEETING FED STD | 15,205,233 | 0 |
| 7551500 | 5723000 | FIREWORKS | 11,126,131 | 1 |
| 7002560 | 8960600 | ANTIQUES NSPF | 9,978,722 | 1 |
| 1861565 | 2919660 | DOWNS NOT MEETING FED STDS | 9,851,653 | 0 |
| 3201038 | 6521738 | ABC SHEET WH COT NFBC CRD | 7,261,567 | 1 |
| 2224000 | 8997140 | BASKETS AND BAGS BAMBOO | 6,565,897 | 1 |
| 1863000 | 2919200 | BRISTLES CRUDE OR PROCESSED | 6,395,376 | 0 |
| 1454400 | 0577300 | CASHEW NUTS SHELLED ETC | 6,373,137 | 0 |
| 3601500 | 6592010 | FL C PILE ETC OV 66-2/3 CT | 5,777,925 | 1 |
| 3802788 | 8441170 | MENS OT SP-SHIRT COT NK NOR | 5,578,704 | 1 |
| 6015400 | 2879200 | TUNGSTEN ORE | 5,496,267 | 1 |
| 7044010 | 8471440 | COT GLOVES NO FOURCHETTES | 5,125,447 | 1 |
| 1605000 | 0740020 | TEA, CRUDE OR PREPARED | 4,495,202 | 0 |
| 4521200 | 5520080 | CASSIA OIL | 4,214,269 | 0 |
| 3080440 | 2613000 | SILK RAW IN SKEINS ETC NES | 4,173,976 | 0 |
| 3203032 | 6521733 | PC SHIRT NES WH COT NFBC | 3,741,101 | 1 |
| 6320200 | 6899720 | ANTIMONY UNWR WSTE A SCRAP | 3,644,160 | 1 |
| 3823349 | 8437062 | G I SLACKS ETC Y-DYE NO NK | 3,429,094 | 1 |
| 3066200 | 2683050 | HAIR CASHMERE GOAT SORT ETC | 3,046,629 | 0 |
| 4554000 | 5922830 | GELATIN INEDIBLE UN 4CCTS LB | 2,932,604 | 0 |
| 4376400 | 5170920 | MENTHOL | 2,910,833 | 1 |
| 3601510 | 6592010 | FL C PILE ETC OV 66 2/3 CT | 2,833,163 | 1 |
| 7484040 | 8999200 | -----FEATHERS & ARTICLES OF NSP | 2,821,190 | 1 |
| 1706000 | 4228020 | TUNG OIL | 2,685,130 | 0 |
| 2225700 | 6597040 | FLR COVER,UNSP VEG MTRL,NES | 2,601,906 | 1 |
| 4175000 | 5260105 | ANTIMONY OXIDE | 2,594,019 | 1 |
| 3823347 | 8437062 | W OT COT TROUSERS ETC NK NO | 2,554,133 | 1 |
| 2226090 | 8997160 | ARTIC NES,BAMBOO,RAT,WIL,CHP | 2,507,133 | 1 |
| 1924000 | 2924020 | LICORICE ROOT | 2,473,645 | 0 |
| 3803921 | 8423200 | MEN TRS A SL CT DEN NKT NOR | 2,443,003 | 1 |
| 6462622 | 6940120 | NAILS, IRN/STL UNCOATED | 2,259,104 | 1 |
| 7023785 | 6578390 | H-WEAR OT F18 NO SEW ETC NB | 2,253,088 | 1 |
| 3803926 | 8423200 | BOY TRS A SL CT DEN NKT NOR | 1,916,982 | 1 |
| 3823353 | 8437062 | W COT SLACKS ETC C-ROY NKNO | 1,756,188 | 1 |
| 2226400 | 8997160 | ART NES, UNSP F1B VEG MTL | 1,737,287 | 1 |
| 7006045 | 8510275 | FEMLE FTWR UNLKE U.S., OXFD | 1,692,182 | 1 |
| 3827873 | 8455048 | WG SWEATERS KT MMF N ORN | 1,689,136 | 1 |
| 3803923 | 8423200 | M TRS A SL CT CORD N KT NOR | 1,655,773 | 1 |
| 1564000 | 0722000 | COCOA UNSWEET AND COCOA CAKE | 1,592,434 | 0 |
| 3827870 | 8455048 | INFANT SWEATERS MMF KT NORN | 1,480,875 | 1 |
| 2224400 | 8997140 | BSKTS BAG UNSPUN VEG MAT NES | 1,383,308 | 1 |
| 3823355 | 8437062 | G I COT SLACKS ETC CROY NKNO | 1,380,990 | 1 |
| 1611300 | 0752220 | CASSIA, CAS BUD A VERA UNGRD | 1,361,179 | 0 |
| 1905840 | 2919340 | INTESTINE FOR SAUS CSNG NSPF | 1,342,627 | 0 |
| 4721000 | 2789200 | BARYTES ORE CRUDE | 1,306,329 | 1 |
| 3820660 | 8466030 | OTH W G I COT KT T-SHIRTS NO | 1,290,461 | 1 |
| 3802782 | 8441150 | MENS C SPORT SHIRT CORD NKNO | 1,264,616 | 1 |
| 7044025 | 8471440 | GLOVES NES MCH-WOV COT NORN | 1,199,395 | 1 |
| 3202058 | 6521765 | TWILL NES WH COT NFBC CRD | 1,154,296 | 1 |

## Appendix 2—Continued

U.S. GENERAL IMPORTS FROM CHINA — JANUARY - NOVEMBER 1978
(OVER $50,000 VALUE)

| TSUSA CODE | SCHEDULE A CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 3201040 | 6521740 | S-F SHEET WH COT NF BC CRD | 1,145,529 | 1 |
| 3803928 | 8423200 | B TRS A SL OT CORD N KT NOR | 1,139,140 | 1 |
| 1823500 | 0483000 | MACARONI ETC CONTG NO EGGS | 1,093,003 | 0 |
| 3802770 | 8441140 | M B WORK SHIRTS COT NK N OR | 1,077,811 | 1 |
| 7271000 | 8210035 | FURN OF UNSPN VEG MATL A PT | 1,064,675 | 1 |
| 7021220 | 8484340 | HEADWEAR NOT KNIT OF COTTON | 1,061,265 | 1 |
| 7058520 | 8482040 | PL GLOVES FOURCHETTES ETC | 1,060,981 | 1 |
| 3805900 | 8455011 | M B WL W-AP K O$18LB WHL SW | 1,042,111 | 1 |
| 3033020 | 6584010 | COT P-CASES N-ORN N COMBED | 951,742 | 1 |
| 1618300 | 0751040 | PEPPER CAPSICUM ETC UNGROUND | 931,959 | 0 |
| 3820669 | 8466030 | OT W SHIRTS COT KT NOT ORNA | 876,842 | 1 |
| 5206100 | 6673050 | SEMI PREC STONES A ARTS, NES | 866,307 | 1 |
| 3803920 | 8423200 | MB SHORTS COTTON N KT N ORN | 862,812 | 1 |
| 3607000 | 6592050 | FL COV WOOL ETC PILE OV 40CT | 844,773 | 1 |
| 1067520 | 0119040 | RABBIT NES, FR FZ OV30CT LB | 830,430 | 0 |
| 3372050 | 6541020 | FAB WH SILK OVER 1.46 OZ ETC | 834,839 | 1 |
| 1885025 | 5981400 | GUM ROSIN | 828,043 | 1 |
| 3064293 | 2683010 | CAMEL HAIR SORTED ETC | 788,847 | 0 |
| 3823333 | 8437062 | W G I COT SHORTS NK NORN | 767,932 | 1 |
| 3821222 | 8431225 | WGIOV CC O$4 3/4 L NKNO | 759,404 | 1 |
| 5173100 | 2782240 | GRAPHITE NATURAL ETC NES | 732,563 | 1 |
| 3822400 | 8443020 | W G I COT PJS O$1.50 NK NO | 713,608 | 1 |
| 1405500 | 0562040 | VEG, DRIED, DEHYDRTD NES | 689,580 | 0 |
| 4528042 | 5520080 | -----OILS DIST OR ESSENT NSPF | 688,996 | 0 |
| 1103575 | 0340054 | FISH, NES, FROZEN | 676,669 | 1 |
| 4391090 | 5418090 | NATURAL CRUDE DRUGS NES | 666,571 | 1 |
| 3823331 | 8437091 | W G I OTH COT PL-SUIT NKNO | 662,583 | 1 |
| 3821870 | 8437072 | W G I O C O-G O$2.50 NK NO | 638,850 | 1 |
| 2224100 | 8997140 | BASKETS AND BAGS WILLOW | 638,030 | 1 |
| 2224200 | 8997140 | BASKTS A BAGS, RATTN, PLM LF | 620,011 | 1 |
| 6537500 | 8973540 | GOLD PLATED HH AND SANI WARE | 618,982 | 1 |
| 4393090 | 5418000 | NATURAL DRUGS NES ADVANCED | 613,230 | 1 |
| 7002540 | 8960660 | ANTIQUE FURNITURE | 612,926 | 1 |
| 7272540 | 8210070 | -----WOOD FURNITURE NSPF | 597,894 | 1 |
| 3827264 | 8437038 | WGI SLK BLOUSES N-O N-K OTH | 593,036 | 1 |
| 1803855 | 2922070 | CASHEW NUT SHELL LIQUID | 591,853 | 1 |
| 3820006 | 8455080 | -----W TANK TOPS COT KNIT NOT O | 577,079 | 1 |
| 3202092 | 6521795 | FAB NES WH COT NFBC CRD | 565,944 | 1 |
| 3201058 | 6521765 | TWILL NES WH COT NFBC CRD | 547,403 | 1 |
| 1455200 | 0577840 | PIGNOLIA NUTS, SHELLED, ETC | 542,364 | 0 |
| 4372080 | 5414040 | -----ALKALOIDS A CPDS SYNTH NSP | 536,424 | 1 |
| 3803924 | 8423200 | M OT TRS A SL COT N KT N OR | 527,001 | 1 |
| 3635130 | 6584020 | COVLT ETC VE N-HD B-P NJ NO | 499,265 | 1 |
| 1144590 | 0372050 | SHELLFISH AND PRODUCTS, NES | 499,249 | 1 |
| 3801840 | 8425220 | MB COT D-GWN NES NK OV $2.50 | 498,741 | 1 |
| 3823361 | 8437062 | W SLACK ETC OT COT FAB NKNO | 489,806 | 1 |
| 5349400 | 0664040 | NONBONE CHINA HH ART NES | 459,700 | 1 |
| 3658070 | 6584040 | -----NET O ORN T-CLTH A NPKN MM | 455,907 | 1 |
| 3806145 | 8455015 | M SWEAT WOOL KT NOR OV $5LB | 455,398 | 1 |
| 3666000 | 6584090 | COT FUR NES VELVET ETC N-O | 452,107 | 1 |
| 1418180 | 0565080 | VEGETABLES, PREP, PRES, NES | 450,725 | 1 |

## Appendix 2—Continued

U.S. GENERAL IMPORTS FROM CHINA — JANUARY - NOVEMBER 1978
(OVER $50,000 VALUE)

| TSUSA CODE | SCHEDULE A CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 3823363 | 8437062 | G A I SLKS ETC OT C FAB NKND | 449,732 | 1 |
| 3808152 | 8455019 | MENS SWEATERS M-M-F KT NORN | 447,435 | 1 |
| 3825600 | 8455041 | W G WL K WHC SW OV$18LB N O | 446,630 | 1 |
| 3662740 | 6584064 | COT SHOP TOW NES N ORN N J-F | 443,864 | 1 |
| 4703000 | 2929840 | GALL NUTS CRUDE OR PROCESD | 441,724 | 1 |
| 3366051 | 6543745 | OT W-F WOOL O$2 O6OZ NO8 SY | 441,092 | 1 |
| 7650300 | 8960150 | PAINTINGS ETC, BY HAND | 435,071 | 1 |
| 5337300 | 6664040 | TABLEWARE NONBON CHINA LOVAL | 428,244 | 1 |
| 1824500 | 0980420 | SOY SAUCE, THIN | 419,767 | 0 |
| 4522600 | 5520025 | GERANIUM OIL | 416,131 | 0 |
| 3800620 | 8455020 | M B COT KT O-GOWNS ET N ORN | 407,188 | 1 |
| 3657865 | 6584040 | COTTON NET OR ORN FURNISHNG | 400,320 | 1 |
| 7062340 | 8310150 | HANDBAGS V-F EX C NP ETC NES | 387,874 | 1 |
| 6260200 | 6861320 | UNWRO ZINC EXCEPT ALLOYED | 384,268 | 1 |
| 1703210 | 1214030 | CIG LEAF NT STMD FLUE-CURED | 371,093 | 0 |
| 3820581 | 8437099 | WGI W-A OTH FIB NK ORN ETC | 363,996 | 1 |
| 2504800 | 6421030 | PPR BOXES, PPR COV O LINED | 354,127 | 1 |
| 6323440 | 5221640 | MERCURY EX WASTE A SCRAP | 350,127 | 1 |
| 4521800 | 5520020 | CITRONELLA OIL | 347,358 | 0 |
| 3803930 | 8423200 | B OT TRS A SL COT N KT N OR | 345,489 | 1 |
| 7482100 | 8999340 | ARTIFICAL FLOWERS ETC NES | 342,988 | 1 |
| 3823310 | 8437032 | W OTH COT BLOUSES NOT ORN NK | 336,798 | 1 |
| 1829890 | 0981000 | EDIBLE PREP NES NOV 5.5( BFT | 329,679 | 0 |
| 2066700 | 6359570 | WD BLINDS,SHUTTERS ETC NES | 324,967 | 1 |
| 3366049 | 6543740 | O W W-F WOR O$2 O6OZ NO8 SY | 320,955 | 1 |
| 32.2038 | 6521738 | ABC SHEET WH COT NFBC CRD | 313,820 | 1 |
| 8000035 | 9311010 | US GOODS RETURNED | 312,701 | 1 |
| 3808139 | 8466015 | -----M-B SHIRTS MMF KT N OR NSP | 308,398 | 1 |
| 1461200 | 0579900 | APPLES, DRIED | 298,279 | 0 |
| 7902500 | 8999600 | HAND FANS | 290,444 | 1 |
| 5233700 | 6633580 | TALC STEATITE ETC NES V ART1 | 288,657 | 1 |
| 9999500 | 9900000 | UN 251 FORM A INF EST | 288,300 | 1 |
| 3662460 | 6584068 | C TOW NES TER OV45C OV $1.45 | 287,696 | 1 |
| 1861550 | 2919640 | FEATHRS NES MEETING FED STD | 287,593 | 0 |
| 7484020 | 8213200 | FEATHER SLEEPING BAGS | 283,993 | 1 |
| 3803990 | 8427010 | M B COT COATS NES NK NO % $4 | 282,179 | 1 |
| 6012100 | 2879570 | COLUMBIUM ORE | 275,782 | 1 |
| 1865520 | 2685100 | HORSE MANE A TAIL HAIR, NES | 272,496 | 0 |
| 3662160 | 6584068 | C TOW NES TER OV 45CNOV$1.45 | 270,135 | 1 |
| 1701500 | 4245000 | CASTOR OIL OVER 20CT LB NES | 268,061 | 0 |
| 3821220 | 8431225 | W G I O LGC O$4 3/4L NKNO | 267,094 | 1 |
| 3800422 | 8455018 | MENS SWEATERS M-M-F ORN KNT | 265,162 | 1 |
| 7401020 | 8973100 | JEWELRY ETC PREC METALS | 264,426 | 1 |
| 6540000 | 6976030 | BRASS HH A SANI WARES N CTD, | 259,827 | 1 |
| 3806130 | 8455011 | M B WL W-AP K O$5LB CSW NES | 253,990 | 1 |
| 7484054 | 8999200 | MB O-FILL CTS TX O-SH EX CT | 252,547 | 1 |
| 1865510 | 2685920 | BOVNE EAR,CIVET,ETC SFT HAIR | 241,224 | 0 |
| 2045000 | 6354940 | WD BXES ET LINED TEXTILE | 239,916 | 1 |
| 3210006 | 6521717 | DUCK PWPF WH COT NFBC CRD | 239,878 | 1 |
| 3823391 | 8437092 | W-G-1 COT W-APPAR N KT N O | 239,701 | 1 |
| 7003575 | 8510243 | FTWR, LEATHR, FOR MEN, NSPF | 237,285 | 1 |

35

## Appendix 2—Continued

U.S. GENERAL IMPORTS FROM CHINA -- JANUARY - NOVEMBER 1978
(OVER $50,000 VALUE)

| ISUSA CODE | SCHEDULE A CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 3201003 | 6521717 | DUCK SWPF WH COT N7-1/2 ETC | 236,413 | 1 |
| 1557000 | 0616000 | HONEY | 232,462 | 0 |
| 3827810 | 8455080 | G A I OT KT COATS M-M-F NOK | 231,535 | 1 |
| 3372020 | 6541020 | FAB WH SILK TWILL-WOV NJ ETC | 224,80[illegible] | 1 |
| 9231500 | 6664040 | NONBONE CHINA NOT SETS | 223,165 | 1 |
| 1613500 | 0752000 | GINGER ROOT, UNGROUND | 222,828 | 0 |
| 1115000 | 0350570 | FISH PCKLD NES OV 15LB CONT | 222,203 | 1 |
| 3825860 | 8455043 | W G S-L-H SWEAT KT NO OV $5 | 218,978 | 1 |
| 3201026 | 6521729 | PB CLOTH WH COT NFBC CRD | 216,835 | 1 |
| 3800060 | 8441120 | M-B COT ORN SHIRTS NOT KNIT | 215,460 | 1 |
| 1195000 | 0250000 | POULTRY EGGS NT CHICKEN WHLE | 213,905 | 0 |
| 5337700 | 6664040 | TABLEWARE,NONBON CHINA,HI VA | 213,420 | 1 |
| 2220500 | 2923030 | BAMBOO/RAT STICKS ROUGH/CUT | 210,454 | 1 |
| 3820671 | 8466030 | OT G I COT KT SHIRT NK ORN | 210,158 | 1 |
| 7003550 | 6510243 | FTWR, LEA, NES, MEN, CEMENT | 209,505 | 1 |
| 7046500 | 8472160 | GLVS WOOL OV 40CL DPR ETC | 206,709 | 1 |
| 4177000 | 5260170 | BARIUM CHLORIDE | 199,471 | 1 |
| 1378670 | 0543040 | ------VEGS, FRESH, CHILLED, NSPF | 198,335 | 0 |
| 5336500 | 6664040 | CHINAWARE SPEC SETS $10-$24 | 197,597 | 1 |
| 7024060 | 6578390 | M-WEAR OT FAB NOT SEW ETC BL | 196,796 | 1 |
| 7152950 | 8852070 | -----CLOCKS $2.26-$5, NONELECTR | 192,393 | 1 |
| 3658400 | 6584040 | OT LC NT ORN FUR VF EXC COT | 190,615 | 1 |
| 3825431 | 8455045 | WGI WL SWEAT KT NOR NO$5 LB | 190,285 | 1 |
| 1472900 | 0568030 | ORANGES, MANDARIN, CANNED | 189,836 | 0 |
| 5337500 | 6664040 | TABLEWARE,NONBON CHINA MED V | 186,567 | 1 |
| 5203900 | 6673040 | PREC A SEMIPR STN CT N/S NES | 185,862 | 1 |
| 2205000 | 6330080 | CORK MANUFACTURES NSPF | 184,910 | 1 |
| 6462626 | 6940120 | -----NAILS ETC IOS CTD W VL R CM | 180,387 | 1 |
| 7006035 | 8510275 | MALE FTWR UNLIKE U.S., OXFD | 178,908 | 1 |
| 7926000 | 8991040 | IVORY MANUFACTURES | 177,828 | 1 |
| 4661500 | 3541000 | TOILET SOAP OV 20CENTS POUND | 176,782 | 1 |
| 3806140 | 8455013 | M B WL W-AP SW EX CASHM C$5 | 175,231 | 1 |
| 3820430 | 8455048 | WG KT SWEATERS MMF ORN ETC | 175,177 | 1 |
| 3808153 | 8455019 | BOYS SWEATERS M-M-F KT NORN | 170,376 | 1 |
| 6462648 | 6940120 | -----NLS ETC IOS NSPF EX SM SHK | 168,468 | 1 |
| 7006055 | 8510275 | FTWR, NES, UNLIKE U.S.-OXFD | 166,757 | 1 |
| 3800640 | 8466005 | M B COT KT T-SHIRT NES N ORN | 165,591 | 1 |
| 6540535 | 6976060 | COPPER HH AND SANI WARES NES | 163,886 | 1 |
| 4393050 | 2924060 | -----GINSENG IN ADVANCED FORM | 163,708 | 0 |
| 4523600 | 5520080 | LEMON GRASS OIL | 160,344 | 0 |
| 7403800 | 8972037 | JEWELRY NES OVER 20C DOZ | 160,226 | 1 |
| 3701600 | 8471110 | COT LACE H-CHIEFS ORN NSPF | 159,414 | 1 |
| 3070600 | 2686130 | WOOL NOILS NOT ADVANCED | 152,637 | 1 |
| 7900550 | 0354240 | -----SPRING CLOTHESPINS NES | 152,533 | 1 |
| 4372400 | 5414050 | ALKAS INCL ART MIX NAT | 151,030 | 1 |
| 2500420 | 2511000 | FLAX A HEMP FIBERS PAPR MFR | 150,978 | 1 |
| 3802400 | 8442505 | M C B COT PJS OV $18 DZ ETC | 149,592 | 1 |
| 4932200 | 5170940 | SYNTHETIC CAMPHOR | 149,357 | 1 |
| 7413000 | 6653942 | BEADS, BUGLES, SPANGLES NES | 149,228 | 1 |
| 3827855 | 8466030 | G A I OT KT SHIRTS MMF NORN | 148,894 | 1 |
| 4520400 | 5520080 | ANISE OIL | 148,625 | 0 |

## Appendix 2—Continued

U.S. GENERAL IMPORTS FROM CHINA -- JANUARY - NOVEMBER 1978
(OVER $50,000 VALUE)

| TSUSA CODE | SCHEDULE A CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 3803620 | 8425030 | M-B OT COT VST OV$2EA NKND | 147,830 | 1 |
| 7148550 | 8472140 | GLOVES KNT NES M-M N LCE NC | 146,983 | 1 |
| 3827808 | 8455080 | W OT COATS KNIT M-M-F W ORN | 144,911 | 1 |
| 1474000 | 0579610 | DATES,FR,DRD,PITS NOV 10 LBS | 143,500 | 0 |
| 3366053 | 6543750 | O W W-F O$2 O8OZ NO16OZ SYD | 141,306 | 1 |
| 2225500 | 6597040 | FLR COVER O CHINA,ETC,STRAW | 138,996 | 1 |
| 7925000 | 8991040 | ARTICLES OF SHELL NSPF | 138,858 | 1 |
| 1825200 | 6980500 | SOUPS AND SOUP PREP, NES | 137,586 | 0 |
| 3201092 | 6521795 | FAB NES WH COT NFBC CRD | 137,227 | 1 |
| 4400000 | 5417040 | DRUGS IN CAPSULES PILLS ETC | 136,249 | 1 |
| 2070080 | 6359590 | ARTICLES OF WOOD, NSPF | 135,649 | 1 |
| 3823313 | 8431225 | WG1 COT COATS ETC NKT NORN | 135,539 | 1 |
| 3825871 | 8415045 | W OT WOL KT SWEAT OV $5LB NO | 134,783 | 1 |
| 3372010 | 6541020 | F WH SILK OV 50% DOUPS N-J | 134,749 | 1 |
| 3823328 | 8437091 | W G 1 COT C-ROY PL-SUIT NKNO | 133,149 | 1 |
| 3208200 | 2683070 | HAIR ANGORA RABBIT SORT ETC | 132,772 | 0 |
| 7503200 | 8997260 | BROOMS ETC VEG MATLS NSPF | 131,514 | 1 |
| 2070320 | 6354960 | WOOD CARVINGS, NSPF | 131,378 | 1 |
| 1241015 | 2120925 | HARE FURSKINS, WHOLE, RAW | 130,564 | 0 |
| 5348700 | 6665040 | E/S WARE FG ART NES OV $10 | 130,464 | 1 |
| 3667930 | 6584690 | OTH COT FOR NO EX P-WOV NES | 129,226 | 1 |
| 5219100 | 2785365 | CRYOLITE OR KRYOLITH | 128,142 | 1 |
| 3211076 | 6522897 | NAP FAB NES WH COT BNFC CRD | 127,795 | 1 |
| 9231300 | 6664040 | NONBONE CHINA NOT SETS | 126,514 | 1 |
| 1215200 | 6116120 | GOAT SKINS VEG TANNED ROUGH | 126,116 | 1 |
| 7484062 | 8999200 | WG1 O-FILL CTS TX O-SH EX C | 125,573 | 1 |
| 1865330 | 2685100 | HAIR,HRSE BOY,CATLE TAIL,BOY | 124,087 | 0 |
| 3821223 | 8437022 | W O COT COATS NK NO OV$4 EA | 123,582 | 1 |
| 2069800 | 6354220 | HHLD UTNSL, WD EX MAHOG NES | 123,522 | 1 |
| 4395095 | 5418000 | OTHER DRUGS INCLUDING SYNTH | 122,572 | 1 |
| 3808417 | 8427020 | -----M-B OTH COATS MMF N KT N O | 122,487 | 1 |
| 6462628 | 6940120 | -----NAILS ETC NSPF CTD ET NSPF | 122,470 | 1 |
| 3823368 | 8443000 | INFANTS SP-SHIRTS COT NK N-O | 121,953 | 1 |
| 7990000 | 9311090 | NONENUMERATED PRODUCTS NES | 121,170 | 1 |
| 3873000 | 6589770 | OT ART V-FIB EX C NES NO ORN | 117,944 | 1 |
| 4522400 | 5520080 | EUCALYPTUS OIL | 117,732 | 0 |
| 3828102 | 8437035 | WOM BLOUSES NK M-M-F NO | 117,223 | 1 |
| 5335100 | 6664040 | HOTEL WARE CHINA O SUBPORCEL | 116,269 | 1 |
| 5172401 | 2782220 | GRAPH,NA CRYST FLAKE OV 5.5C | 115,034 | 1 |
| 3820459 | 8437035 | W BLOUSE NT KT MMF LCE O OR | 113,436 | 1 |
| 2225000 | 6597040 | BLINDS, SHUTTERS,CURTNS, ETC | 110,338 | 1 |
| 3635115 | 6584020 | B-SPRL V-F N-HD B-PT N-J NO | 109,136 | 1 |
| 7510500 | 8994100 | UMBRELLAS AND PARASOLS | 108,576 | 1 |
| 4202600 | 5260154 | POTASSIUM PERCHLORATE | 108,382 | 1 |
| 7379550 | 8942670 | TOYS NSPF | 106,621 | 1 |
| 3823312 | 8437032 | G A 1 OTH COT BLOUSES NO NK | 106,360 | 1 |
| 3702100 | 8471140 | M-M FIB HDKFS LACE OTH ETC | 106,186 | 1 |
| 6743505 | 7363050 | MTL-CUT MCH NOT OVER $2500 | 104,795 | 1 |
| 8062040 | 9311030 | VAL RER ETC ART EX ENG EXP | 103,792 | 1 |
| 4202800 | 5260154 | POTASSIUM PERMANGANATE | 103,603 | 1 |
| 3827853 | 8466030 | OTH WOM SHIRTS M-M-F KT NOR | 100,571 | 1 |

## Appendix 2—Continued

U.S. GENERAL IMPORTS FROM CHINA — JANUARY - NOVEMBER 1978
(OVER $50,000 VALUE)

| TSUSA CODE | SCHEDULE A CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 3081200 | 2614200 | SILK WASTE EX NOILS OV 2 IN | 100,133 | 1 |
| 5156400 | 6613450 | STONE AND ARTICLES NES,DECOR | 99,472 | 1 |
| 3374000 | 6541040 | FAB WH SILK JAC-F DEGUM ETC | 98,223 | 1 |
| 3801290 | 8427010 | MB COT COAT NES NK NO O $4 | 98,050 | 1 |
| 3203044 | 6521747 | SHEET NES WH COT NF BC CRD | 97,374 | 1 |
| 5465460 | 6653950 | -----GLSWR ETC NSPF VAL $.30-$1 | 97,226 | 1 |
| 1610100 | 0752540 | ANISE | 97,070 | 0 |
| 3802798 | 8441170 | B COTSPORT SHIRT NES N K N O | 97,065 | 1 |
| 7061200 | 8997130 | LUGGAGE ETC, RATTAN ETC. | 96,299 | 1 |
| 7378500 | 8942670 | KITES | 94,718 | 1 |
| 7037240 | 8484640 | OTH H-WEAR RUB PLAS OT NES | 94,545 | 1 |
| 3803941 | 8424200 | M-B OT COT S-T COATS NK NOR# | 94,213 | 1 |
| 3825810 | 8455062 | WL K W G BLOUSES OV$5 LB N O | 94,078 | 1 |
| 1911540 | 2911710 | ANIMAL SUBSTANCES CRUDE NSPF | 91,403 | 0 |
| 7401040 | 8973300 | JEWELRY ETC PREC STONES | 90,787 | 1 |
| 1670515 | 1123000 | BEER, ETC NOVIGL,GLASS CNTR | 90,021 | 0 |
| 3805750 | 8455015 | MB WOOL SWEAT NES KT NO N $5 | 89,576 | 1 |
| 7917620 | 8481090 | -----M-B CTS A JACK OF LTR NSPF | 89,481 | 1 |
| 3820472 | 8443060 | W G 1 M-M PJS ETC ORN NK | 89,048 | 1 |
| 3701700 | 8471120 | OT LACE HDKF VEG-FIB EX COT | 87,865 | 1 |
| 3828111 | 8437015 | W O 3/4L COAT M-M-F NK NO | 87,123 | 1 |
| 7.61000 | 8997130 | LUGGAGE OR HANDBAGS, BAMBOO | 86,502 | 1 |
| 1401660 | 0542040 | -----BEANS, DRY, NSPF, 9/1-4/30 | 86,258 | 0 |
| 3809426 | 8455018 | BOYS SWEATERS M-M-F ORN KNT | 85,874 | 1 |
| 7373000 | 8942615 | STUFFED ANIMALS OV SPEC VAL | 85,092 | 1 |
| 6573540 | 6998120 | CU ART,N LTD/PLT W PRME,NSPF | 84,349 | 1 |
| 7006060 | 8510275 | FTWR, RUBBER/FABRIC, NES | 83,732 | 1 |
| 3662780 | 6564068 | COT TOWEL NES N ORN N J-FIG | 83,650 | 1 |
| 3807535 | 8427040 | M-B SILK W-APP NKNO OTHER | 82,955 | 1 |
| 3662480 | 6584068 | C TOW NES P OV 450 NOV $1.45 | 82,760 | 1 |
| 4608520 | 5514030 | -----ARUM SUB ETC NSPF ART MIXE | 82,667 | 1 |
| 7058500 | 8482040 | RUB PL GLOVES SEAL SEAMS | 82,250 | 1 |
| 7410500 | 6671000 | NATURAL PEARLS AND PARTS | 80,905 | 1 |
| 3658080 | 6584040 | -----OTH NET OR ORNA FURNISH MM | 80,798 | 1 |
| 3202044 | 6521747 | SHEET NES WH COT NF BC CRD | 80,677 | 1 |
| 3659110 | 6584040 | FURN ORN OR NET SILK NES | 80,671 | 1 |
| 1824600 | 0980440 | SAUCES EXCEPT THIN SOY | 80,497 | 0 |
| 5465960 | 6653950 | -----GLSWR NSPF NT CT VAL OV $3 | 78,797 | 1 |
| 3634500 | 6586500 | BLANKETS N L V-F NO OV47.5C | 78,288 | 1 |
| 3402400 | 6522310 | COT VELVETEENS NES OV $1.10 | 78,286 | 1 |
| 3800830 | 6589710 | L-O-N A OTH A ORN SILK NSPF | 78,165 | 1 |
| 3802750 | 8441120 | M C DRESS SHIRT NES NK NO | 73,325 | 1 |
| 7004540 | 8510248 | L WOM FTWR CEMENT OV $2.50 | 73,195 | 1 |
| 3470200 | 2686110 | WOOL WASTE CRD O BURR N ADV | 72,755 | 1 |
| 7062240 | 8310150 | COT HANDBAGS NO PILE ETC NES | 72,554 | 1 |
| 3823326 | 8443060 | W G 1 O COT N-WEAR NK NO NES | 72,091 | 1 |
| 4391050 | 2924060 | -----GINSENG ROOTS | 70,512 | 0 |
| 1144557 | 0360085 | SHRIMP, RAW, PEELED | 70,473 | 1 |
| 6743525 | 7361310 | ENG LATHES,MTL-CUT OV $2500 | 69,436 | 1 |
| 3820470 | 8437075 | W G 1 M-M ROBES ETC ORN NK | 68,599 | 1 |
| 4720600 | 5260170 | BARIUM CARBONATE PRECIPITATD | 67,523 | 1 |

## Appendix 2—Continued

U.S. GENERAL IMPORTS FROM CHINA — JANUARY - NOVEMBER 1978
(OVER $50,000 VALUE)

| TSUSA CODE | SCHEDULE A CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 7410600 | 6671000 | CULTURED PEARLS AND PARTS | 67,416 | 1 |
| 3827282 | 8437098 | WGI OTH SLK W-A N-O N-K OTH | 66,578 | 1 |
| 7062250 | 8310850 | OT COT LUGGAGE N-PIL OR TUF | 66,361 | 1 |
| 1905000 | 2919400 | FISH SOUNDS | 66,112 | 1 |
| 1865540 | 2685940 | GOAT AND KID HAIR EXC BEARD | 65,664 | 0 |
| 1111800 | 0350520 | FISH NES DRIED, UNSALTED | 65,494 | 1 |
| 1456000 | 0588010 | NUTS, PICKLED, PREPARED NSPF | 65,366 | 0 |
| 6562500 | 8973560 | ARTS OF BASE MTL CTD W GOLD | 64,624 | 1 |
| 7221625 | 8811140 | ST CAMERAS NSPF 35MM SKD>10 | 64,168 | 1 |
| 3896250 | 6589750 | OT ART MMF NSPF NT KT NT OR | 63,945 | 1 |
| 3263032 | 6521733 | PC SHIRT NES CV COT NFBC | 63,918 | 1 |
| 7651500 | 8960300 | SCULPTURES OR STATUARY ORIG | 63,745 | 1 |
| 3808445 | 8441200 | M B SPORT SHIRT M-M-F N K NC | 63,466 | 1 |
| 1621500 | 0752820 | MIXED SPICES SPCE SEEDS NSPF | 63,256 | 0 |
| 1451600 | 0577300 | CASHEW NUTS NOT SHELLED | 63,209 | 0 |
| 3676040 | 6584090 | -----OT T-CLOTH NAP MMF EX G NO | 63,137 | 1 |
| 1571020 | 0620120 | CONFECTIONERY N CON CHOC NES | 62,350 | 0 |
| 7062450 | 8310150 | HANDBAGS TEX M EX C OTH NES | 62,251 | 1 |
| 7003515 | 8510242 | L ATHL FOOTWEAR, NES, MALE | 61,548 | 1 |
| 3801235 | 8424200 | MB COR S-T-COAT NK NO O $4 | 61,163 | 1 |
| 5156100 | 6613450 | STONE A ARTICLES NES N DECOR | 61,132 | 1 |
| 7062460 | 8310850 | FLAT GOODS TEXTILE MAT NES | 60,608 | 1 |
| 1450100 | 0577810 | CHESTNUTS, CRUDE, DRIED, BKD | 60,637 | 0 |
| 1496000 | 0588090 | FRUITS NES PREP OR PRES | 60,159 | 0 |
| 7484064 | 8999200 | OT D-FILL W-A TX O-SH EX CT | 60,136 | 1 |
| 2044010 | 6354920 | WD BXES,ET,NES,N/LIN TEXTILE | 59,758 | 1 |
| 3823030 | 8443060 | WGI COT VESTS NKND OV$2 OTH | 59,697 | 1 |
| 7003540 | 8510243 | L MEN FTWR NES, VULCAN SOLE | 59,652 | 1 |
| 1765000 | 4248030 | SESAME OIL, EDIBLE | 59,042 | 0 |
| 1403000 | 0562040 | GARLIC, DRIED, DEHYDRATED | 58,907 | 0 |
| 6010300 | 2879550 | ANTIMONY ORE | 58,855 | 1 |
| 3828123 | 8437075 | WGI M-M-F D-GOWNS ETC NK NO | 58,513 | 1 |
| 7273200 | 8210820 | OTH FOLDING WOOD CHRS | 58,176 | 1 |
| 3076403 | 6510610 | M-KNITTING FNCY YRN WOOL ETC | 57,795 | 1 |
| 1821500 | 0565080 | BEAN CAKE A STICK, MISO, ETC | 57,762 | 0 |
| 6539475 | 6974140 | 1/S HOUSEHOLD WARES NES | 57,463 | 1 |
| 2569080 | 6428600 | ARTICLES OF PAPER PPRBRD NES | 57,273 | 1 |
| 3635030 | 6584020 | COVERLET ETC VF M B-P NJ ND | 57,000 | 1 |
| 1455500 | 0577850 | WALNUTS, SHELLED, NOT PICKLD | 56,842 | 0 |
| 3661820 | 6584068 | COT D-TOW TERRY NOV 45 C N-O | 56,223 | 1 |
| 1107080 | 0340090 | FISH FILLETED NES FRSH, FRZ | 56,065 | 1 |
| 3820219 | 8455045 | WGI SWEATERS WL KT LC OR CR | 54,989 | 1 |
| 3200040 | 6521740 | S-F SHEET WH COT NF BC CRD | 54,644 | 1 |
| 1271000 | 2925070 | GARDEN SEED NES EX GRASS SD | 54,692 | 0 |
| 2565000 | 6423000 | BOUND BLANK BOOKS DIARIES ETC | 54,538 | 1 |
| 1144562 | 0372043 | SHRIMPS AND PRAWNS, NES | 54,355 | 1 |
| 1865000 | 2919100 | HUMAN HAIR TREATED N MFD NES | 53,517 | 1 |
| 1133000 | 0371052 | STURGEON ROE | 53,100 | 1 |
| 3800045 | 8421915 | M-B ORN COT COAT NES N KNIT | 53,098 | 1 |
| 6854024 | 7638860 | TAPE RCRDRS AUDIO AC STEREO | 52,800 | 1 |
| 3664600 | 6584070 | COT T-C NAP NES N-H-B-P PL-W | 52,518 | 1 |

39

## Appendix 2—Continued

U.S. GENERAL IMPORTS FROM CHINA -- JANUARY - NOVEMBER 1978
(OVER $50,000 VALUE)

| TSUSA CODE | SCHEDULE A CODE | COMMODITY | VALUE ($) | AG NON-AG CODE |
|---|---|---|---|---|
| 3820427 | 8455048 | INFANTS KT SWEATERS MMF ORN | 51,640 | 1 |
| 6462624 | 6940120 | -----NAILS ETC GALV IR ST 1INAD | 51,638 | 1 |
| 3371000 | 6541020 | SLK WOV FAB NO BL ETC NO JAC | 51,461 | 1 |
| 3820303 | 8455080 | W KNIT T-TOPS COT L N O ORN | 51,306 | 1 |
| 1932560 | 2929160 | VEG SUBSTANCE, CRUDE, NSPF | 51,104 | 0 |
| 1453000 | 0577860 | NUTS, EDBLE, NES, NT SHELLED | 50,438 | 0 |
| COUNTRY TOTAL | | | 292,937,310 | |
| FINAL TOTALS | | | 292,937,310 | |

363 RECORDS TOTALED

## Appendix 3

### COMMODITIES FOR EXPORT AND IMPORT

The following is a list of some commodities that the Chinese are currently exporting.

Live animals
Meat and meat preparations
Fish and fish preparations
Rice
Fruit and vegetables
Tea
Hides and skins, undressed
Tung oil
Vegetable oils
Edible nuts
Pepper and other spices
Mineral waxes
Gum resin
Fireworks
Fluorite
Crude petroleum and refined products
Tin
Tungsten
Antimony
Glass, glassware, and pottery
Hog bristles
Bicycles
Cameras
Feathers and down
Furs, dressed (except seven embargoed furs)
Handicrafts and works of art
Strawbaskets, hats, and other articles
Musical instruments
Raw silk, silk yarn, fabrics, and manufactures
Cotton cloth and manufactures
Carpets

The following is a list of commodities that the Chinese are currently importing or appear likely to import in the near future.

Wheat
Corn
Cotton
Soybeans and soybean oil
Tallow
Breeding stock
Iron and steel scrap
Steel structurals, plates and sheets
Steel tube and pipe, seamless
Aluminum and semimanufactures
Copper and semimanufactures
Nickel and semimanufactures
Synthetic yarns and fibers
Nitrogenous fertilizers, manufactured
Phosphate rock
Urea
Organic chemicals and dyestuffs
Rubber and rubber products
Plastic materials
Diamonds
Metalworking equipment, including transfer machines and numerically controlled machine tools
Pulp, paper, and papermaking equipment
Ball, needle, and roller bearings
Computers and calculating machines
Telecommunication equipment
Scientific instrumentation
Process control instrumentation
Nuclear power station equipment
Complete plants and technology for power generation, steel making and finishing; petroleum refineries; petrochemicals; synthetic fibers; ammonia, urea, and other nitrogenous fertilizers; phosphate fertilizers; and television tubes.
Pumps, centrifuges and filtering equipment
Mining and construction machinery
Agricultural machinery
Commercial jet transport aircraft and helicopters
Airport ground support equipment, including aircraft landing systems
Trucks, on and off highway
Diesel locomotives and other railway rolling stock
Paper and paperboard equipment
Petroleum exploration, drilling and production equipment
Refinery and other high pressure compressors
Offshore drilling equipment
Power generation equipment, including turbine peaking units

## Appendix 4

### BEIJING ADDRESSES TELEPHONE NUMBERS

| | |
|---|---|
| United States Embassy<br>Kuang Hua Lu 17 | 522 033/39 |
| Aeroflot<br>Ma Shao Hu-T'ung<br>Tung-chih Men Nei | 522 181 |
| Air France<br>Room 4033<br>Peking Hotel | 556 531 |
| Airport | |
| Arrival/Departure Inquiries | 552 515 |
| CAAC Freight Office (City) | 552 945 |
| Bookings—Internal | 553 245 |
| Bookings—International | 557 878 |
| Customs | 550 054 |
| Bank of China<br>Hsi Chiao Min Hsiang | 330 887 |
| Capital Hospital<br>(Medical and Dental)<br>Shuai-fu Yuan | 553 731 |
| Cereals, Oils & Foodstuffs Corp.<br>Tung An Men 82 | 528 831 |
| Chemicals Corporation<br>Erh Li Kou, Hsi Chiao | 891 289 |
| Ch'eng-tu Restaurant<br>Jung-hsien Hu-T'ung | 336-356 |
| Ch'ienmen Hotel<br>Hu Fang Ch'iao | 338 731 |
| China Council for the Promotion of<br>International Trade (CCPIT)<br>Tung An Men 82 | 557 809 |
| China Travel Service<br>Chu Shih Ta-chieh | 553 509 |
| Ts'inghai Restaurant<br>Tung Szu Pei Ta-chieh | 442 846 |
| Chin Yang Restaurant<br>Hsi Chu Shih K'ou Lu<br>off Ch'ien-men Wai | 331-661 |
| Ch'uan Chu Te Restaurant<br>(Big Duck Restaurant)<br>Ch'ien-men Wai Ta-chieh | 751 379 |
| Ch'u Yuan Restaurant<br>(See Hsing Chiang Restaurant) | |
| Civil Aviation Administration<br>of China (CAAC) | |
| Airport Office | 552 515 |
| City Office | 555 531 |
| Domestic Ticketing | 554 415 |
| International Ticketing | 557 878 |
| Cargo Office (City)<br>Chu Shih Ta-chieh | 552 945 |
| Feng Tse Yuan Restaurant<br>Hsi Chu Shih K'ou Lu<br>off Ch'ien-men Wai | 332 828 |
| Fire Brigade (Emergency Number) | 119 |
| Foreign Languages Bookstore<br>235 Wang-fu Ching | 554 783 |
| Foreign Languages Printing House<br>Erh Li Kou | 893 218 |
| Foreign Ministry | |
| Main Switchboard | 553 831 |
| Americas & Oceania Dep't | 552 167 |
| Consular Dep't | 554 687 |
| Information Dep't | 555 505 |
| Protocol Dep't | 552 642 |
| Foreign Trade, Ministry of<br>Tung Ch'ang-an Chieh | 550 257 |
| Friendship Hotel<br>Wei Kung Ts'un | 890 621 |
| Friendship Store<br>Chien-huo Men Wai | 593 531 |
| Hsiang Chiang Restaurant<br>(Formerly Ch'u Yuan Restaurant)<br>Opposite Covered Market<br>Hsi Tan Pei Ta-chieh | 661 414 |
| Hsin Ch'iao Hotel<br>Ch'ung-wen Men Wai | 557 731 |
| Huan Ch'iao Hotel<br>(Overseas Chinese Hotel)<br>Chu Shih Ta-chieh | 558 851 |
| Huai Yang Restaurant<br>Hsi Tan Pei Ta-chieh | 660 521 |
| Hung Pin Lou Restaurant<br>Hsi Ch'ang-an Chieh<br>(Near Hsi Tan) | 336 461 |
| International Club<br>Chien-kuo Men Wai | 550 602 |
| K'ao Jou Chi Restaurant<br>(Now Shou-tu Barbecue Restaurant)<br>Shih Ch'a Hai | 445 921 |
| Light Industrial Products Corp.<br>Tun An Men 82 | 556 749 |
| Machinery Corporation<br>Erh Li Kou, Hsi Chiao | 891 243/974 |
| Metals & Minerals Corporation<br>Erh Li Kou, Hsi Chiao | 892 376 |
| Mintzu Hotel<br>Hsi Ch'ang-an Chieh | 668 541 |

## Appendix 4—Continued

| | |
|---|---|
| Mintzu Restaurant<br>(Formerly Tung Lai Shun Restaurant)<br>North Entrance Tung Feng Market,<br>Wang-fu Ching | 550 069 |
| Native Produce & Animal By-Products Corp.<br>Tung An Men 82 | 554 124 |
| Omei Restaurant<br>Hsi Tan Market<br>Hsi Tan Pei Ta-chieh | 660 085 |
| Peace Hotel<br>Chin-yu Hu-t'ung | 553 310 |
| Peking K'ao Ya Restaurant<br>Capital Hospital Road<br>off Wang-fu Ching | 750 668 |
| Peking Exhibition Center<br>Hsi Chih-men Wai Ta-chieh | 893 417 |
| Peking Hotel<br>Tung Ch'ang-an Chieh | 552 231/556 531 |
| Pien Yi Fang Restaurant<br>(Now Shou-tu K'ao ya Tien-Small Duck Restaurant)<br>Hsien Yu-k'ou Hu-t'ung | 750 505 |
| Post, Telephone, Telegraph Building<br>Hsi Ch'ang-an Chieh | 664 900 |
| Railway Station | |
| Peking Central—Inquiries | 554 866 |
| Peking Central—Customs | 556 242 |
| Kuang An Men—Inquiries | 330 031 |
| Kuang An Men—Customs<br>Fang Chin Hsiang | 331 973 |
| Shou-tu Restaurant<br>Jen-min Lu | 554 581 |
| Shou-tu (Small) Restaurant<br>Hsi Szu Nan Chieh | 660 925 |
| Sinkiang Restaurant<br>Erh Li Kou Road<br>(Near Zoo) | 890 721 |
| Swiss Air<br>Room 1735<br>Peking Hotel | 556 531 |
| Taxi Service | |
| International Club | 593 888 |
| Central | 557 461 |
| Textiles Corporation<br>Tung An Men 82 | 550 258 |
| Tungfang Hotel<br>Kwangchow | 30 690 |

# Market Profile—PEOPLE'S REPUBLIC OF CHINA

## *Foreign Trade*

**Imports.**—1978, $10 billion; 1977, $7.1 billion. Principal suppliers: Japan, Federal Republic of Germany, Australia, Canada, Romania, United States, United Kingdom and France. Principal imports: Machinery and equipment, grain, steel, textile fibers (natural and synthetic), nonferrous metals, and fertilizers.

**Exports.**—1978, $10 billion; 1977, $8 billion. Principal buyers: Hong Kong, Japan, Romania, Singapore, Federal Republic of Germany, and United States. Principal exports: Foodstuffs, textiles, crude oil, clothing, chemicals and handicrafts.

**Trade Policy.**—Foreign trade is a state monopoly conducted principally through 10 foreign trade organizations. Recent changes: Central ministries playing greater role in trade negotiations, industrial corporations formed under ministries, greater flexibility in trading practices, ideological opposition to borrowing on international money markets dropped. Foreign trade gains importance in 1976–85 Ten Year Plan. Import of complete plants, equipment and advanced technology needed for achieving ambitious plans targets. Major drive under way to expand export production and improve competitiveness of exports.

**Trade Prospects.**—Direct trade with the United States resumed in 1972; potential for U.S. exports appears good. Apparent best prospect categories: Agricultural commodities; complete plants; machinery and equipment for the power, coal, petroleum, steel, nonferrous metals, electronics, transport, and food-processing industries; agricultural machinery; and industrial raw materials.

## *Foreign Investment*

No direct investment has been allowed in China since 1950. A change in policy is under consideration, however.

## *Finance*

**Currency.**—Renminbi (RMB, the People's currency), basic unit, yuan (December 30, 1978: 1.58 Yuan = $1). Highly stable; not internationally convertible.

**Banking System.**—Centrally controlled Government monopoly. Bank of China conducts foreign transactions.

**Balance of Payments.**—Beijing has excellent credit rating; foreign exchange reserves (not including gold) are roughly estimated at $2–$3 billion in early 1979. Trade surpluses in 1976 and 1977 appear to have improved the balance-of-payments position considerably.

## *Economy*

Predominantly agricultural; characterized by centralized planning, administration, and control. GNP—1978 preliminary estimate of $407 billion in 1977 dollars; estimated annual rate of growth 1952–78, more than 6%.

**Agriculture.**—Characterized by intensive farming and high yields; irrigation is common, crop rotation practiced; fruits grown in great variety. Principal crops: Rice, wheat, potatoes, soybeans, cotton, tea, silk, and tobacco. Present emphasis on increasing productivity.

**Industry.**—Principal industries: Iron and steel, coal, textiles, food processing, machine building, petroleum. Average annual rate of industrial growth 10%.

**Tourism.**—Major effort under way to expand tourist facilities. Negotiations are continuing with several foreign companies for the construction of hotels in Chinese cities.

**Economic Plan.**—In March 1978, China announced a new Ten-Year Plan (1976–85) for modernization of agriculture, industry, national defense, and science and technology that would propel China into the front ranks of the industrialized nations of the world by the year 2000. Plan calls for agricultural production to increase 4 to 5% annually. Industrial growth must average more than 10% annually. Plan calls for 120 key projects, including: 10 new steel plants, 9 nonferrous metal complexes, 10 new oil and gas fields, 8 coal bases, 30 electric power stations, 5 harbors, and 6 trunk railroads. Other major projects will include truck and diesel engine plants, color television and integrated circuit plants, and a domestic satellite communications system.

## *Basic Economic Facilities*

**Transportation.**—All major transportation facilities are State-owned. More than 880,000 km of highways, 52,000 km of railroads, and about 176,000 km of inland waterways, 25% of which are navigable by steamer.

**Communications.**—Well-developed telegraph service; nationwide radio network; limited telephone and TV systems.

**Power.**—Generating capacity on Jan. 1, 1978 about 40.5 million kW (62% thermal, 38% hydroelectric) and production about 136 billion kW–hr. in 1977.

## *Natural Resources*

**Land.**—3.7 million square miles, mostly mountainous or hilly, only about 10% cultivated, 8% forest.

**Climate.**—Generally temperate in north and subtropical in south. Annual rainfall increases from north to south (25 inches in Beijing, 75 inches in Guangzhou).

**Minerals.**—Coal, iron ore, oil, tin, antimony, tungsten, mercury, molybdenum, silver, lead, copper, zinc, and bauxite.

## *Population*

**Size.**—Estimated at 1 billion in mid-1978, 85% rural. More than 8.5 million in Beijing City, capital and most important commercial center; other principal cities (in millions): Shanghai (12.5), Tianjin (7.5), Shenyang (4), Wuhan (3), and Guangzhou (3).

**Language.**—National language is Chinese. Principal dialects: Beijing (Mandarin—official), Cantonese, Shanghai, Fukienese, Hakka.

**Education.**—A significant shift in educational policy has taken place since 1977. Current emphasis is on academic excellence and on scientific research. A number of universities have been reopened, and 153 new specialized colleges will be established. Plans call for sending a large number of students to study abroad.

**Labor.**—Working age population estimated at 565 million, 406–452 million are in agriculture.